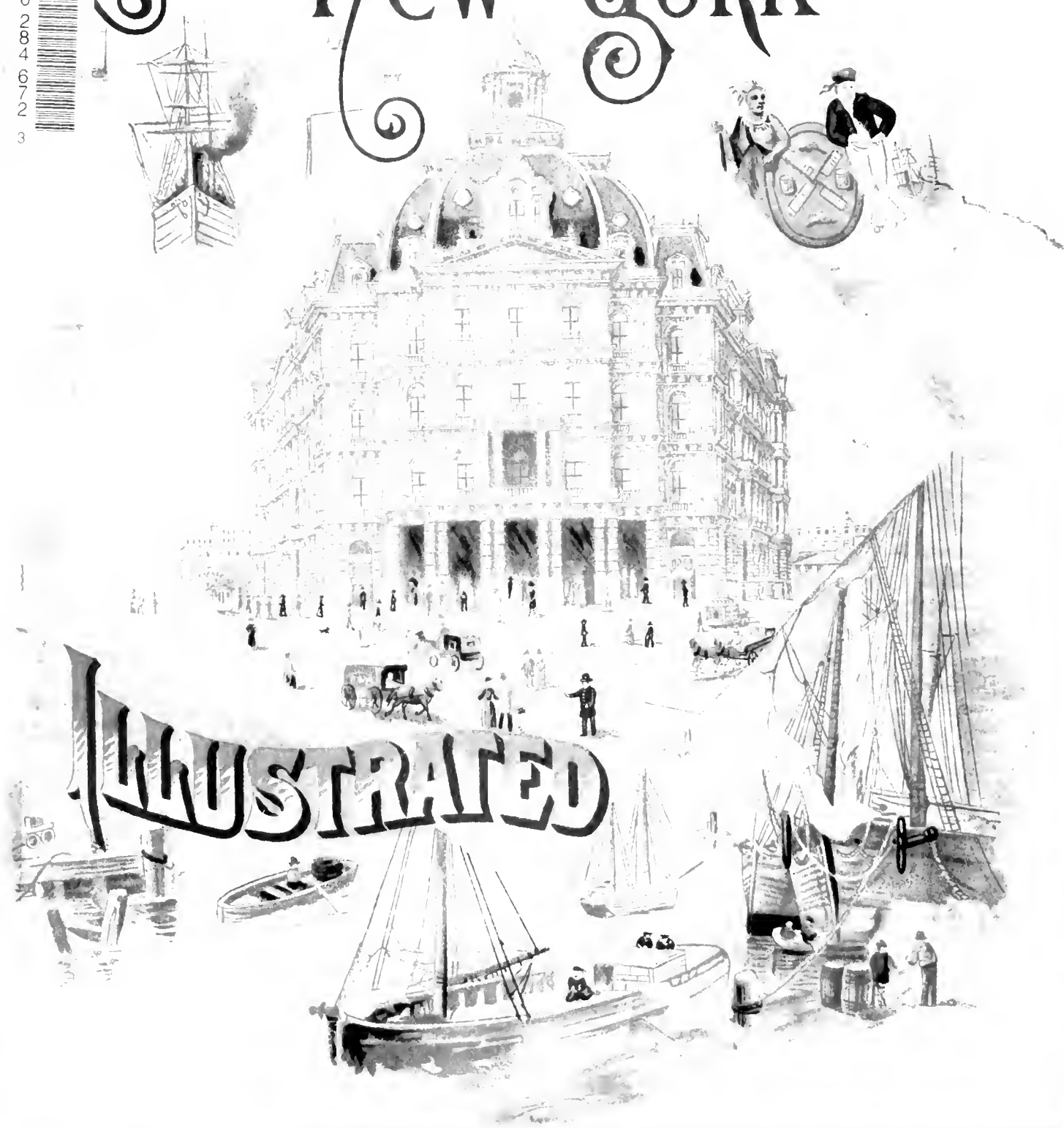


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# HISTORY AND COMMERCE of New York.





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# HISTORY AND COMMERCE

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## GENERAL INDEX.

ACME RUBBER CO., L. B. Truslow, Mgr.....	275	Barlow & Bancroft, Barlow's Insurance Surveys.....	219
Ackerson, H. B. & Co., Manfrs. of Pocket Books, etc.	170	Barney Dumping Boat Co., The.....	252
Adams, Henry H. & Co., Pig Iron, Ore, etc.....	217	Barr, Edward Co. (Limited), Wrought and Cast Iron	
Adams & Westlake Co., The, Car Trimmings.....	107	Pipe, etc.....	187
Adams, Henry C., New York Agent of Fort Wayne		Barr Electric Manfg. Co.....	172
Electric Co.....	137	Bartholomew & Peckham, Photo-Chemical Engraving.....	296
Adee, Fred. & Co., Plumbers' Supplies.....	260	Bean, Curtis Coe, Arizona Mining Lands.....	96
Albany Lubricating Compound & Cup Co., Adam Cook		Beck, Geo. H., House Furnishing Goods.....	280
Proprietor.....	190	Beckett & Bradford, Account Book Manfrs.....	292
Algeria Heights Co. (Limited).....	80, 87	Behr Bros. & Co., Pianos.....	98-99
Almirall & Co., Tobacco and Commission Merchants.	101	Belknap's Son, E. S. Belknap Standard Putty Works..	176
Altman, V. & Bro., Furs.....	112	Benedict Bros., Diamonds, Watches, etc.....	138
Alyanakian, K. M. & Co., Oriental Carpets, etc.....	227	Bent, G. W. & Co., Makers of Mantel Folding Beds..	243
Alpine Embroidery Co., Manfrs. Embroideries.....	258	Berge, J. & H., Sand Crucibles and Covers, etc.....	206
American Belgian Lamp Co.....	154	Berger Bros., Advertising Novelties.....	201
American Cigar Label Co., The, General Litho-		Berger & Wirth, Manfrs. Lithographic and Printing	
graphers.....	228	Inks.....	252
American Gas Pressure Regulator Co.....	131	Bergner & Engel Brewing Co.....	147
American Investment Union.....	288	Bergstein & Son, Manfg. Jewelers.....	151
American Lithograph Co., Fine Color Work.....	278	Bingham Bros. Co., Manfrs. Machine-Cast Printers'	
American Manfg. Co. (Limited), The.....	279	Rollers, etc.....	263
American Manfg. Co., The, Cordage, Binder Twine,		Binswanger, H. P., Quarry Sales Agent, etc.....	279
etc.....	114	Bishop, Victor, & Co., Diamonds, Pearls, etc.....	184
American Shoe Manfg. Co.....	305	Bishop, The J. H. Co., Skins, Rugs, Robes, etc.....	208
Anglo-Swiss Condensed Milk Co., G. F. Corbière,		Bissell Carpet Sweeper Co.....	168
Manager.....	226	Blackman, E., Kerosene and Gas Burners, etc.....	232
Anspach, Geo., Manfg. Confectioner.....	173	Blackwell Brothers, Fruit, etc.....	271
Archer Manfg. Co., Manfrs. Patent Chairs.....	214	Blake, Geo. F., Manfg. Co., Steam Pumps, etc.....	150
Ascher, Leopold, Commission Merchant in Brushes...	251	Bliven, A. P. & Co., Yacht Builders, etc.....	177
Aspinall, E., Sanitary Earthenware.....	300	Bliven & Carrington, Manfrs. Oils and Lubricants...	241
Aspinwall Fruit Co., The (Limited).....	305	Bliss, Chas. E., Commission Merchant, Eggs, Butter	
Atlantic Dynamite Co.....	107	etc.....	204
Atlas Rubber Co., Manfrs. Druggists' Rubber Goods..	88	Block, J. W. & Bro., Diamonds, Jewelry, etc.....	159
Ausable Horse Nail Co., Manfrs. Horse Nails.....	134	Bogert, Albert G. & Bro., Builders, etc.....	212
		Bohemian Glass Works, Manfrs. Homœopathic Case and	
BAGOT, THOS., Public Accountant and Auditor.....	275	Sample Vials, etc.....	205
Baierlein, Joseph, Flour Merchant.....	222	Boss Co., The, Cuckoo Trumpeters and Fancy Carved	
Baker, H. J. & Bro., Manfrs. Chemical Fertilizers, etc.	200	Clocks.....	141
Baker Heater Co., The, Car and House Heater.....	105	Boston Improvement Co.....	143
Baker Transfer Co.....	255	Boylan, Wm., Bags, Burlap, etc.....	278
Bankers' and Traders' Accident Association.....	210	Boynton Bicycle Railway Co.....	122
Barker, The Wm. C. Co., Woodenware and Agricul-		Brabant, Aug. F. Needles and Toilet Pins.....	249
tural Implements.....	267		

- Bracy, Seddon & Booth, Agents for the Vost Writing Machine..... 302
- Bradley & Co., Buggies, Carriages, etc..... 231
- Brentwood Park Improvement Co..... 202
- Bretzheimer, Emil, Tanner and Currier..... 208
- Briggs, Wm. A., Last and Tree Manfr..... 270
- British and United States Agency, The (Limited)..... 191
- Brocklehurst, J., Carpenter and Builder..... 258
- Brooklyn Hills Improvement Co..... 261
- Brooklyn Bridge Freezing & Cold Storage Co..... 203
- Brooks, S. B., Manfr. of Whisk and Toy Brooms, etc..... 283
- Brooks Bros., Clothing..... 127
- Brown, Edwin H., Manfr. of Watch and Clock Glasses..... 164
- Brown, E. A. & Co., Commission Merchants and Wholesale Dealers in Fruits, Vegetables, etc..... 221
- Brown, Robt. T. & Co., General Contractors..... 138
- Brown & Seward, Patents..... 149
- Browne, Wm. E. & Co., Paints and Colors..... 254
- Bruen Bros., Real Estate and Insurance..... 156
- B. & S. Electric Equipment Company, Electric Equipment Supplies..... 232
- Burr, E. Edward, Export Commission Merchant..... 183
- Burt, Geo. H., Manfr. of Billiard and Pool Balls..... 212
- Busby & Wolcott, Brokers and Commission Merchants..... 282
- Button & Thurston, Manfrs. of Shoe and Leather Dressings, etc..... 270
- CALIFORNIA VINTAGE COMPANY..... 223
- Canfield & Thompson..... 184
- Cornell, W. J., Poultry, Game, etc..... 249
- Carr-Lowrey Glass Co..... 177
- Carr, A. & W. S. Co., Steel and Iron Pipe, etc..... 278
- Carter, Robt. K., Purchasing Agent..... 183
- Carver & Co., Cutters of Paper, etc..... 174
- Cary Manufacturing Company, Cary's Patent Universal Box Strap..... 186
- Casas, Juan, Corkwood and Cork..... 181
- Casse, Lackey & Co., Manfrs. of Window Shades, etc..... 242
- Cassidy, John, Blank Book Manfr..... 183
- Cazin, F. M. F., Mechanical and Mining Engineer..... 162
- Chamberlain, Chas. C., Manfr. of Iron Clad Voucher Case, etc..... 196
- Chamberlin, W. S. Investment Broker..... 238
- Chellborg, C. F., Lumber, Cypress and Pine Shingles..... 275
- Chemidlin, Louis N. & Co., Commission Merchants, etc..... 214
- Clare, Robt. M., Leather..... 303
- Clarendon Hotel, C. H. Kerner, Proprietor..... 126
- Clark, T. B., & Co., Cut Glass..... 175
- Clark, Stephen S., Export Commission..... 288
- Clarkson, W. H. & T., Patents and Pensions..... 232
- Clasp Envelope Company, The..... 190
- Climax Bottle & Stopper Co..... 223
- Cohen, Chas., Commission Merchant in Poultry, Game, etc..... 253
- Cohen, M. & I., Manfrs. and Quilters of Fancy Linings..... 214
- Colby, C. K., Watches and Diamonds..... 282
- Collins, Chas., Live Stock, Pigeons, etc..... 204
- Collins, P. H., Manfr. of Horse Collars..... 297
- Columbia Typewriter Manfg. Co..... 102
- Congdon, Henry M., Architect..... 308
- Connecticut Valley Paper and Envelope Co., M. Loeb, Proprietor..... 256
- Connecticut Mutual Life Insurance Co., The, of Hartford, Conn..... 293
- Cook, Ebenezer, Proprietor of Cook's Majoram Cream, etc..... 236
- Cook Manufacturing Company..... 209
- Cook, Geo., Patents and Patent Causes..... 156
- Cooke, Richard K., Wrought and Cast Iron Pipe, etc..... 109
- Cooley, Ralph B., American Toys..... 225
- Coppersmith, Wm., Manfr. of Diamond Mountings, etc..... 266
- Corbin, P. & F. Builders' Hardware, etc..... 181
- Cornell, W. J., Commission Merchant..... 249
- Cornucopia Company, The..... 190
- Cowen's, L., Misfit Carpet Warehouse..... 308
- Craft, James B., Engineer and Contractor..... 200
- Craighead, J. V. A., Oils, Greases, etc..... 266
- Crawford, John W., Steam Power Gumming, etc..... 203
- Creamer, W. G., & Co., Manfrs. of Fine Artistic Metal Work, etc..... 244
- Crescent Company, Men's Athletic Goods..... 208
- Cresyl-Jeyes Sanitary Compounds Co..... 153
- Crevier, A. E., & Co., Manfrs. of Enameled Litho. Plate Papers etc..... 268
- Cronk & Co., Importers and Manfrs. of Fine Cloaks..... 222
- Crotty, John, Proprietor of Maplewood Paper Mills..... 244
- Curtin, J. Clark, Railway Supplies, etc..... 201
- Curtis, G. B., Real Estate, etc..... 262
- Cutler, J. M., Manfr. of The Bannister Rocking Grate..... 192
- DANE, CHAS. F. & Co., Solicitors of Patents and Trade Marks..... 198
- Dane, Wm. P., Dane Fancy Papers, etc..... 280
- Dann, M. W., Leather Remnants..... 129
- Darling Bros., Loans on Bond and Mortgage..... 96
- Dattelbaum & Friedman, Manfrs. of Rings..... 223
- Davey, Burt & Co., Produce Commission Merchants..... 240
- Davis, Emry, Manfr. of the Davis Automatic Ink Stand..... 196
- Davis Bros., Fruits, etc..... 240
- Davis, John W., Carpenter and Builder..... 259
- Davis, L. Shanley, Wholesale Commission Merchant..... 265
- Dean, W. G. & Son, Mustards, etc..... 182
- Deknatel, H. A., Manfr. of Paper Boxes, etc..... 257
- Delaney, Forest & Son, Leather and Cut Soles..... 115
- De Long, Joseph J., Hair and Wool..... 194
- De Pinna, Boys' Outfitting..... 104
- De Riesthal, A. & Co., Importers of China, Glass and Lamp Goods..... 136
- Devoe, F. W. & Co., Painters' Colors, etc..... 130
- Dickinson Bros. & King, Importers of Cements..... 106
- Dobbins, Wm., Manfr. of Picture Frames, etc..... 267
- Dobbs, John H., Pressed and Blown Tumblers..... 181
- Domestic Water Still Company..... 238
- Domroe, Saul, Manfr. of Clothing..... 277
- Doring, E. N., Folding Beds..... 104
- Doscher, John & Co., Produce Commission Merchants..... 275
- Duls, Jacob & Co., Tea Packers, etc..... 306
- Dunk, Walter M., Artist..... 117
- Dunlap & Co., Hatters..... 109

# GENERAL INDEX.

v

Dunn & Wilson, Heraldic Chasers, Engravers, etc.....	235	Gate City Stone Filter Co.....	146
Durham, N., Commission Merchant, Eggs, Poultry and Game.....	125	Gebhardt, F. R., Manfr. Cap Fronts, Straps and Sweats.....	281
Dusenbury & Bond, Carriage and Sleigh Linings.....	133	Geisler, Joseph F., Chemist.....	291
EASTERN HOTEL, John H. Betts, Prop.....	253	Gerber F. & J., Cheese.....	291
Eberhardt, L. A., Manfr. Chemist.....	273	Gerber, Henry, Manfr. Carbon Paper, etc.....	209
Eckert & Clark, General Insurance Brokers.....	204	Gerli Fratelli, C. & E. & Co., Importers of Raw Silk...	280
Edbrooke, Geo. H., Architect.....	210	Gibbons Super-Heating Co., The.....	148
Edson Bros. & Gilman, Produce, Poultry, Game, etc.	211	Gifford, John A., Carriage Makers' Supplies.....	161
Einstein, J., Importer of French Kid, German Pebble, etc.....	273	Gill Engraving Co., The.....	220
Eldredge, Thos. W., Real Estate.....	245	Gillis & Geoghegan, Steam Heating.....	285
Elias, M. A., Broker and Commission Merchant.....	250	Ginnel, Henry & Company, Watches, etc.....	248
Ellis, Wm. F., Machinist.....	254	Girsch & Zenke, Lithographers.....	302
Ellithorpe Air Brake Co. The, Manfrs. Elevators....	130	Gladwin, S. M., Paper.....	174
Ely Brothers, Cream Balm.....	273	Goddard, Henry H. Earthenware and China.....	154
Ely & Ramsay Co., The, Manfrs. Furnaces, Ranges, etc.....	121	Gold Car Heating Co., Car Heating Apparatus, etc....	261
Ely, Horace S., Real Estate.....	191	Goodyear Vulcanite Co., The, Manfrs. Rubber Goods.	289
Ely, C. Upham, Nickel Works, etc.....	225	Gorge Heating and Ventilating Company, The. 234 and 289	
Empire Syringe Co. The, Wm. Platt, General Agt....	148	Gould, The Robert S. Co., Manfrs. Brass Goods.....	202
Empire Shoe Co.....	292	Graf, J. & Co., American Embroidery Co.....	220
Endemann, Dr. H., Chemist.....	255	Graft, Chas. H., Manfr. Oiled Clothing, etc.....	213
Evers, John H., Wholesale Grocer.....	177	Graham, George H., Counselor in Patent Causes....	205
FAHER, OTTO, Pencils.....	278	Graham, John H. & Co., Hardware.....	100
Fahys Watch Case Co., Manfrs. Watch Cases.....	92	Grant, The Richard, Company, Cooperage Stock.....	173
Falck & Co., General Passenger Agts.....	105	Gray, R. D., Photo Lenses.....	283
Felker & Gordon, Glass and Glassware.....	245	Greecy, E. S. & Co., Railway and Telegraph Sup- plies.....	132
Fernandez, G. & Co., Tobacco.....	181	Griffing's, H. B., Sons, & Co., Farm Implements, etc..	165
Fernon Manufacturing Co.....	261	Groy, J., Butter and Cheese.....	259
Feury, John, & Co., Wholesale Liquors.....	214	Gruber, Peter G., Printer and Stationer.....	251
Fiala, Anthony, Diamond Setter.....	267	Guerber Bros., Watch Case Makers, etc.....	194
Fidelity Watch Case Co., The.....	188	Gugel August, Brass Foundry.....	295
Fifth Avenue Safe Deposit Co., The.....	110	Gundlach, J., & Co., California Wines and Brandies..	272
Fish, John, Mechanical and Consulting Engineer....	246	Gurney, W. S., Jr. & Co., Bankers and Brokers.....	300
Fisk, Chas. E., Manfr. Chairs.....	241	Gutta Percha & Rubber Manfg. Co., The.....	112
Fitch, Halsey & Son, Commission Merchants, Butter, Cheese, etc.....	84	HAAS CHEMICAL Co., The, Manfr. Polishing Materials	163
Folmer & Schwing Manufacturing Co.....	279	Hadden, James C., Linseed Oil.....	295
Fournier, F. & Knopf, Importers of French Calf Skins, etc.....	303	Hahn Christian, Practical Glass Blower.....	307
Fox, John, Manfr. of Water and Gas Pipes.....	164	Hamburger, I., & Co., Tobacco.....	270
Frank & Gutmann, Manfrs. of Ladies' Dress Shi lds, etc.....	229	Hamilton, Frank L., printer.....	295
Frankel, Max & Son, Commission Merchants and Dis- tillers' Agents.....	238	Hampson, Edward P. & Co., Steam Engines and Boilers.....	118-119
Franklin Bank Note Co.....	215	Hantord, A. H., Proprietor and Manfr. of Wright's Patent Eureka Polish.....	235
Fraser, Major & Co., Hides and Leather.....	304	Hanimann, Chas., Mechanical Engineer and Draughts- man.....	246
Frash & Co., Manfrs. Champagne, etc.....	204	Hann, Otto, & Bro., Glycerine, Dye Stuffs, etc.....	298
Frasse, Peter A. & Co., Hardware.....	158	Hanna, M. J., Steam and Water Heating Apparatus, etc.....	278
French, J. C. & Son, Manfr. Vault and Sidewalk Lights	178	Haran, B. J., Fruits.....	204
Freund, Max & Co., Diamonds, Watches and Jewelry	212	Harland, Wm., & Son, Manfrs. Japan and Varnishes.	263
Friel, Wm., Selector and Receiver of Goat and Deer Skins.....	305	Harris & Pilger, Brokers in Drugs, Chemicals, etc....	212
Fries, Alex. & Bros., Chemical Works, etc.....	147	Harrison, W. S. & Co., Builders.....	158
Froelich A., Manfr. Repairs for Stoves, etc.....	303	Hart, Lucius & Co., Pig Tin, Antimony, Pig Lead, etc.	249
GAMEWELL FIRE ALARM TELEGRAPH COMPANY, THE..	233	Hart, Ph., Tobacco.....	296
Gardner, William, Naval Architect.....	179	Hartfield, John C., & Son, Printers and Publishers....	160
		Hartmann, P., Gold and Silversmith.....	287
		Harvey, Wm., & Co., Manfrs. Walking Canes, Pipes..	169
		Haselt, B. D. & Co., Manfrs.' Agents, and Dealers in Railway Supplies, etc.....	200

- Hass, Th. M., Manfr. Fancy Brass Goods..... 184  
 Haswell, Chas. H., Marine and Consulting Engineer,  
     etc..... 140  
 Hatch, Stephen D., Architect..... 213  
 Hatch, O. C., Hides and Skins..... 260  
 Hatch & Co., Manfrs. Patent Milk Cans..... 260  
 Hay Litho. Co., The..... 159  
 Healy, A., & Sons, Hides and Leather..... 114  
 Hecla Powder Co., The..... 242  
 Heesch & Sibbert, Carpenters and Builders..... 269  
 Heidgerd, D. & H., Cloth..... 195  
 Heinrich, H. H., Manfr. Marine Chronometers..... 228  
 Hendrickson, W. H., N. Y. Typesetting Concern.... 266  
 Henriques, H., Real Estate, etc..... 234  
 Hepe, Koven & Co., Steam Sheet Steel, etc..... 272  
 Heraty, E. J. & Co., Teas..... 308  
 Herzog, Louis, & Co., Manfrs. Gold Cases, etc..... 117  
 Hicks, Jas. Milnor, Civil & Mechanical Engineer.... 208  
 Higgins, E. S. & Co., Manfrs. of Carpetings..... 287  
 Higley Sawing & Drilling Machine Co., The..... 225  
 Himmer & Anderson Dry Battery Co..... 163  
 Hindle & Wright, Machinists, Printing Presses, etc... 227  
 Hingston & Hays, Manfrs. Show Cases..... 290  
 Hinrichs & Co., China and Glassware, etc..... 245  
 Hirsh, I. E., "Nicoline"..... 294  
 Hirsh, Charles L. & Co., Druggists' and Grocers' Spe-  
     cialties..... 236  
 Hoffman House..... 88-89  
 Hofmann, Aug., Manfr. Jeweler..... 298  
 Hogg, Wm., Leather, etc..... 267  
 Holland Stationery Co., E. F. Friebele, Manager.... 301  
 Holliday, Read & Sons (Limited), Manfrs. Aniline  
     Dyes, etc..... 264  
 Hollister, Crane & Co., Grain and Feed..... 206  
 Hoole Machine & Engraving Works, Bookbinders'  
     Tools, Machinery, etc..... 206  
 Hoople, Wm. G., Leather..... 304  
 Horton, G. B., & Co., Sole Leather..... 262  
 Hosford, Leonard D., Plumbing..... 308  
 Hotel Lincoln, P. H. McCann, Prop..... 124  
 Hoyt, Arthur S., Manfr. Glue and Sizing..... 166  
 Hubbard, G. W., & Co. Drugs, etc..... 162  
 Hudson River Stone Supply Co..... 148  
 Huether & Co., Manfrs. Blank Books..... 224  
 Hughes & Ross, Real Estate..... 245  
 Huhn, F., Druggists' Supplies..... 237  
 Hull, John A., Weigher of Merchandise..... 270  
 Hurd, Geo. B. & Co., Stationery..... 301  
 Hussey Re-Heater & Steam Plant Improvement Co... 197  
 Hutcheson & Bethel, Fruits and Vegetables..... 194  
 Hutter, Karl..... 308  
 Hygienic Wood Wool Company..... 265  
 Hyndman, Wm., Mining Lawyer..... 148
- ILLFELDER, B. & Co., Specialties in Stationery, etc.... 243  
 Illinois Watch Company..... 152  
 Hsley, Doubleday & Co., Manfrs. Machinery Oils.... 219  
 Impervious Package Co..... 213
- JACKSON'S, W., SONS, Grates, Open Fire Places, etc... 294  
 Jacobs & Solomon, Long Island Embroidering Co.... 294
- Jarmulowsky, S., Banking, Passage and Commission  
     House..... 248  
 Jeanneret, P. A., & Co., Manfrs. Gold Watch Cases... 253  
 Jensen, Carl L. Co., Manfrs. Jensen's Pepsin Prep-  
     arations..... 105  
 Jameson, C. W. & Co., Commission Merchants in  
     Produce..... 258  
 Johnson, Peter J., Box Wood, etc..... 295  
 Johnson, A. P. & Co., Preparers of Boxwood, Maple  
     and Mahogany for Engravers..... 298  
 Johnson, Peter J., Preparer of Boxwood for Engravers, 270  
 Johnson Peerless Works, Printing Presses..... 252  
 Johnson & Wilson, Saylor's Portland Cement..... 108  
 Johnstone & Buckley, Manfrs. Goodyear Welting.... 219
- KAUFMAN, F. & Co., Leather..... 266  
 Keasbey, Robt. A., Magnesia Sectional Coverings, etc. 134  
 Keller, L. H. & Co., Watch and Clock Materials..... 303  
 Keller, Ettinger & Fink, American Watches and Dia-  
     monds..... 274  
 Kenuff & Esser Company, Drawing Materials, etc... 172  
 Keystone Watch Case Company..... 166  
 Kinscherf, G., Lithographer and Printer..... 103  
 Kirby, Richard, Poultry..... 279  
 Kirtland, Andrews & Co., Wood Mantels..... 171  
 Klein, Jacob, Diamond Setter..... 283  
 Kling, M. H., Diamonds, etc..... 242  
 Klucken, F. H., Engraver and Lithographer... 188  
 Knapp, S. P., Grain Merchant..... 116  
 Knapp & Van Nostrand, Poultry and Game..... 263  
 Knauth, Gustav, Pocket and Table Knives, etc..... 191  
 Knickerbocker Mills, Wm. J. Stitt & Co..... 247  
 Kniffin & Tooker, China and Glassware..... 151  
 Koch & Dreyfus, Diamonds, etc..... 248  
 Kohn, Samuel S., Manfr. Art Embroidery, Braiding,  
     etc..... 268  
 Konvalinka, J., Furs..... 238  
 Krauss, John, Basket and Willow Ware..... 239  
 Kuhe, E., Importer and Exporter of Metals..... 296
- LACHMAN, S. & Co., California Wines and Brandies... 128  
 Ladd, Alfred W., Locomotives and Cars..... 110  
 Lambert, William A., Architect..... 245  
 Lamm & Co., Wholesale Furniture and Manfrs.'  
     Agents..... 241  
 Langstroth, T. W., Horse Clothing..... 300  
 Larsen, Carl A., Ship Chandler..... 256  
 Larter, Elcox & Co., Manfrs. Jewelry..... 100  
 Las Novedades, J. G. Garcia, Publisher..... 280  
 Lauder, John, Card Engraver and Printer..... 271  
 Laurencot, J. B., Watch Glasses, Optical and Fancy  
     Goods..... 298  
 Lawrence, T. W., Books and Engraved Portraits.... 215  
 Lawrence Cement Company..... 196  
 Lawrence, J. M., Excelsior Lantern Company..... 235  
 Lawton Manufacturing Co. (Inc.), The, Manfrs.  
     "Champion Catcher," Roach and Water Bug Trap. 185  
 Leatheroid Manufacturing Co., The..... 234  
 Le Bihan, Chas. & Co., Umbrellas..... 292  
 Lehnhardt, J., Designer and Litho. Artist..... 251  
 Leicht & Havell, Architects..... 106

- Leonard, S. M., Lumber ..... 185  
 Levering & Garrigues, Engineers and Contractors.... 144  
 Levy, Herman, Importer of Diamonds..... 167  
 Lewis, A. W., Accountant..... 209  
 Lindheim, M., Leaf Tobacco..... 220  
 Lips, Joseph, Refinisher, Examiner and Sponger of  
 Woolen Goods..... 104  
 Livingston, L., & Co., Manfrs. Pocket Books, etc.... 274  
 Lodge & Davis Machine Tool Co., The..... 172  
 Lodi Chemical Co., H. S. Deshon, General Manager... 206  
 Logan, Walter, Printer..... 220  
 Lohsen, T. Henry, Groceries, etc..... 209  
 Longfield, Joshua, Proprietor and Manfr. of North of  
 England Sauce..... 247  
 Loomis, E. P. & Co., Apples, Onions, etc..... 212  
 Lott, Jere & Co., Engravers, etc..... 250  
 Louis, Samuel & Son, Woolens..... 147  
 Ludeke & Company, Importers of Precious Stones, etc. 103  
 Lunham, Wm., Freight Broker..... 270  
 Lutz & Sauer, Artists and Designers..... 283  
 Lyon, J. B., & Co., Commission Merchants in Fruits  
 and Produce..... 254  
 Lyon Bros., Jobbers of Oranges, Lemons and Grapes. 120  
 Lyons, James, Manfr. of Superior Round Leather Belt-  
 ing..... 268  
 MACNIDER, JAMES, Commission Merchant..... 276  
 Malone's Business Exchange..... 247  
 Malby, Henley & Co., Manfrs. of Hardware, etc.... 106  
 Manhattan Tool Company, Manfrs. of Tools for  
 Watchmakers, etc..... 161  
 Manhattan Oil Co..... 172  
 Manning, John J., Paper Maker, Paper Machinery.. 186  
 Mansell, T., Sponges..... 257  
 Marcy Stove Repair Co..... 293  
 Maritime Manfg. Co., Manfrs. of Eureka Oil Distri-  
 buting Bag and Portable Oil Distributing Tank... 187  
 Marsching, J. & Co., Bronze Powders, etc..... 174  
 Marvin's Fire and Burglar Proof Safes..... 309  
 Mathews, Enos P., Wholesale Stamping of Linen  
 Goods..... 265  
 Maxfield, J. B. & Co., Fruits, Nuts, etc..... 281  
 Mayer, Robt. & Co., Manfrs. of Lithographic Printing  
 Inks and Varnishes, etc..... 140  
 Mayer, Prof., Oculist and Optician..... 255  
 Mayer & Loewenstein, Manfrs. of Varnishes and Ja-  
 pans..... 304  
 Mayer's, Jos., Sons, Tobacco..... 178  
 Maynard, J. Q., Elevators, etc..... 141  
 McCaldin Bros., Coal, Wood, etc..... 145  
 McCarty, J. C. & Co., Hardware..... 140  
 McClave, John, Real Estate..... 164  
 McCord, Henry D., Grain..... 168  
 McGowan, T. W., Jr., Commission Merchant and  
 Dealer in Hops and Malt..... 200  
 McKay, Thomas, English and French Bootmaker.... 293  
 McKay & Dix, Ship Brokers and Commission Mer-  
 chants..... 264  
 McMahon, Hugh J., Japanner..... 280  
 McMillin, Emerson & Co..... 217  
 McMurray, Robt. T. & Bro., Manfrs. of Wire Work... 286  
 McNab & Harlin Manfg. Co., Manfrs. of Brass Goods. 134  
 Mercantile Printing Co., The..... 222  
 Meyer & Kessler, Printers..... 206  
 Meyer & Lange, Jobbers and Importers of Groceries.. 154  
 Michel, M., Feathers..... 282  
 Milhaus', J., Son, Chemist..... 228  
 Millen, E. & Co., Shirt Manufacturers..... 290  
 Miller, Wm. L., Brass Finisher, etc..... 281  
 Miller & Huber, Flour Merchants..... 110  
 Miller, Schenck & Allen, Chemists..... 239  
 Miner, John, Shipping Agent and Notary Public..... 282  
 Minnigerode & Co., Steel Rails, Spikes, etc..... 157  
 Mitchell, E., Manfr. of Brushes..... 283  
 Mitchell, Wm. & Son, Manfrs. of Fishing Rods, etc... 258  
 Moen's Asphaltic Cement Co..... 308  
 Moers, E. M., Wool Stock..... 276  
 Moessner & Flintoff, Artists, Designers and Illustrat-  
 ors, etc..... 292  
 Monjo, Louis, Jr., & Co., Commission Merchants .... 283  
 Monthemont, E., Machinist, etc..... 191  
 Morningstar, Chas. & Co., Starch, etc..... 224  
 Moore, Jos. R. E., Hide Broker..... 298  
 Moore & Schley, Bankers & Brokers..... 219  
 Morris European and American Express Company,  
 The (Limited)..... 202  
 Morse, M. L., Steam Packing Box Factory..... 243  
 Mott, Lawrence S. & Co., Railway Equipment, Pro-  
 moters and Negotiators, etc..... 142  
 Movins, J. & Son, Aniline Colors and Dye Stuffs.. 145  
 Mulford, Cary & Conklin, Leather, etc..... 281  
 Muller & Krone, Fruit and Nuts..... 282  
 Mundt & Sons, Manfrs. of Perforated Metals..... 159  
 Munroe's, Wm. Otis, Son & Co., Plumbers, etc..... 294  
 Muns, Charles & Son, Flour, etc..... 170  
 Murray's Line, Murray and Birge, Proprietors..... 277  
 NASON MFG. CO., Wrought Iron, etc..... 116  
 Nathan, Berthold, Importer of all kinds European  
 Hides, Skins, Leather, etc..... 276  
 National Blank Book Co..... 251  
 National Patent Co., Solicitors of U. S. and Foreign  
 Patents..... 274  
 Naylor & Flack, Hardware Manfrs.' Agents..... 150  
 Nebel, M. A. Millwright and Machinist..... 277  
 Nelson, A. G., Commission Merchant in Poultry,  
 Game, etc..... 256  
 Newark Leather Belting Co..... 240  
 Newburgh Bleachery, Chadwick Bros., Agents..... 97  
 New Jersey Lamp and Bronze Works, Ralph W.  
 Booth, Manager..... 132  
 Newton, John H., Commission Merchant in Fruits and  
 Produce..... 124  
 Newton's, E., Sons, Importers of Rattan, etc..... 253  
 New York Belting and Packing Co., (Limited) Rubber  
 Goods..... 108  
 New York Bottling Company..... 133  
 New York Church Statuary Manfg. Co., Joseph A.  
 Stoll, Manager..... 193  
 New York Gas Fixture Co., Manfrs. of Gas Fixtures.. 141  
 New York Rubber Co., Manfrs. of Vulcanized Rubber  
 Goods, etc..... 93

New York Silicate Co., The.....	162	Prout, J. A., Engineers' and Steam Users' Supplies...	171
New York Stencil Works.....	281	Pye, John E., Real Estate.....	170
New York Tag and Label Manfg. Co.....	247	RACINE, JULES & CO., Importers of Watches.....	133
New York Woven Label Manfg. Co.....	161	Ramsperger, H. G. & Co., Photographic Apparatus...	251
Nichols, Geo. W. & Co., Manfrs. of Havana Cigars...	225	Rankin, W. H., Roofing Materials.....	180
Nixon, John, Glass and Crockery.....	249	Rath, Edward H., Real Estate.....	142
Nolen & Boardman, Pure Hydro-Carbon Gas Black...	246	Raunheim, S. E., Mining Engineer.....	137
Nolen & Shute, Fruits, etc.....	256	Reed & Carnrick, Manufacturing Pharmacists.....	213
Northrop, Henry S., Manfr. Stamped Steel Ceilings, etc.....	129	Reed, A. G., Butter, Eggs, etc.....	237
Norwich Insulated Wire Company, The.....	175	Reed & McKibbin, Consulting Electrical Engineers. .	248
Nungesser, Henry, Wholesale Grass Seeds.....	227	Rees', Hans, Sons, Oak Soles, etc. ....	262
OAKLEY SOAP AND PERFUMERY CO., THE.....	142	Rehm & Co., Bunting, Flags, etc.....	184
Oakley & Keating, Laundry Machinery, etc.....	142	Remmey, W. T., Ivory, Wood and Metal Turner....	279
Obermayer & Layng, Manfg. Jewelers.....	296	Restorff & Bettmann, Commission Merchants and Manufacturers "Glycerole," etc.....	255
Obrig Camera Company, The, Photographic Outfits, etc.....	231	Reynolds & Hunter, Steel Plate Printers.....	296
"Old Remington Gun Store," The, Cornwall & Smock, Proprs.....	235	Rhodes, Bradford & Co., Bankers' Publications.....	186
Olsen, John, Sail Maker.....	215	Rice Brothers & Tiffany, Manfrg. Perfumers, etc. ....	272
Orrs & Co., Manfrs. Print, Book and Hanging Papers	189	Rich, Wm. H., Manfr. Umbrellas.....	137
O'Shea, P., Agent, Publisher, etc.....	268	Rich, Aquila B. & Co., Importers of "Ormonde" Cycles.....	117
Ostby & Barton, Manfrs. Solid Gold, Engraved and Plain Band Rings.....	247	Richards, T. A., Engravers' and Rulers' Machines....	221
Overton, R. H. & Son, Paper Stock.....	170	Richmond, Wm. W., Teas and Coffees.....	276
Ozone Manufacturing Co.....	284	Ritchie, Geo. B. & Co., Manfrs. Curled Hair, etc....	295
PAEST, THEO. & CO., French and Bohemian Glassware	208	Ripley & Coffin, Contractors.....	246
Pace Tobacco Co., The J. B.....	262	Roberts, D. H., Manfr. and Wholesale Dealer in Win- dow Glass.....	85
Palen, Nelson & Co., Sole and Upper Leather.....	291	Rochester Lamp Co.....	139
Palmer, G. S., Produce Commission Merchant.....	239	Rockford Watch Co., J. P. Drake, Agent.....	221
Pardessus, S. J., Oval, Square, and Round Glass Shades.....	272	Rogers, J. F. & Co., Railway Supplies.....	132
Parker, Stearns & Mackintosh, Printers.....	291	Rose, F. & Co., Starch Commission Merchants.....	202
Parrett, Arthur, Manfr. Lasts.....	205	Rose, L. P., Factor, Shipping, and Commission Mer- chant.....	270
Patent Cereals Company, The.....	209	Rosenfield, Alfred S., The Rosenfield Chemical Works	210
Peck, M. F., Commission Merchant.....	301	Rosenwald, E. & L. H. & S. & Brother, Tobacco....	290
Peck & Snyder, Sporting Goods.....	210	Rosselli, J., Painter, etc.....	296
Peck & Velsor, Wholesale Botanic Druggists.....	223	Rothbarth, Martin & Co., Hop Merchants.....	157
Peerless Rubber Manufacturing Co.....	136	Rothbarth & Sons, Hop Merchants.....	151
Peirce, John, Granite.....	224	Ruegger, Charles R., Hardware, etc.....	295
Pennsylvania and Delaware Oil Company, Manfrs. Lu- bricating Oils.....	163	Ruetiman, Rudolph, Jeweler.....	269
People's Five Year Benefit Order, The.....	131	Ruland & Whiting, Real Estate.....	242
Perrin, J. P. & Co., Mill Agents for Upholstery Goods.	123	Rumrill, Chas. M., Tools and Supplies for Steam and Electric Power, etc.....	156
Perry, Lloyd, Real Estate.....	166	Russell, John W., Commission Timber Dealer.....	297
Peters & Calhoun Co., Saddlery and Harness.....	183	Rustic Manfg. & Construction Co.....	151
Pettit & Co., Dining Rooms.....	241	Ryer, David G., Commission Dealer in Country Pro- duce, etc.....	221
Phillips, L. J. & L., Real Estate Brokers, etc.....	232	SACHS & CO., Woolen Rags.....	267
Phelps, A. Ward, Lithographer.....	159	Safety Car Heating & Lighting Co.....	144
Pier Brothers, Hop Merchants.....	209	Salem Wire Nail Co., Geo. H. Ismon, Sales Agent...	155
Pierce Steam Heating Company, Radiators.....	231	Sallade & Loveland, Druggists' Sundries.....	185
Pierce & Thomas, Manfrs'. Agents.....	203	Sandborn, Geo. H., & Sons, Manfrs. Machinery for Bookbinders, etc.....	264
Plaza Hotel, F. A. Hammond, Prop.....	123	Sandford, Clarence H., Chocolates and Bon-bons....	153
Plume & Atwood Manufacturing Co., Brass and Copper Goods.....	135	Schaefer & Eble, Bookbinders.....	297
Poland Paper Company.....	207	Schall & Co., Articles for Confectioners, Cake Bakers, etc.....	250
Porters, C. B., Woodware, etc.....	204	Schaus, William, Paintings, Engravings and Artists' Materials.....	95
Powell, Wm. J., United States Flag Depot.....	280	Schnarr & Delius, Manfrs.' Agents.....	298
Prentiss Calendar and Time Co.....	217		

Schneiders', Peter, Sons & Co., Manfrs. Steel Furniture Springs, etc. ....	304	Standard Stave and Cooperage Co. ....	273
Schott & Franke, Fruits. ....	277	Steiger, E., & Co., Foreign Publications ....	145
Schoverling, A., Guns, Rifles, etc. ....	250	Stein, Gustav J., Designer and Colorist of Wall Paper, etc. ....	259
Schreiber, C. S., General Export Broker. ....	237	Steinecke & Farren, Manfrs. Drapery and Upholstery Trimmings. ....	257
Schubert, Julius, Mechanical and Consulting Engineer. ....	167	Steinmetz, Wm. G., Architect and Engineer. ....	236
Schuyler, E. E., Newspaper Mailing Lists, etc. ....	268	Steltmann, Charles A., Manfr. Whalebone. ....	111
Schwarz, Benjamin & Sons, Hop Merchants. ....	188	Sterling, Erasmus, Hides and Skins. ....	296
Searles, Louis R., Commission Dealer in Hops. ....	278	Stewart, John, Sewing Machines. ....	195
Secor, Nelson, Commission Merchant in Eggs, Butter, etc. ....	260	Stimpson, E. B., & Son, Manfrs. Shoe Upper Machinery. ....	289
Sellers, Alfred, Photo Engraving, etc. ....	103	St. Louis Stamping Co. ....	285
Sercombe, Edgar J., Printing and Lithographing. ....	214	Stockwell, E. R., Manfr. Jewelry. ....	282
Shack, J., Tobacco. ....	179	Stokes, Charles H., Fruits. ....	237
Shafer Company, I. Calvin, (Limited,) Fruit Syrups and Juices. ....	134	Stout, John, Commission Merchant. ....	207
Shafto, T. Milton & Co., Agents Philadelphia Fire-Proofing and Brick Co. ....	242	Stover Manfg. Co., Manfrs. Syrups, Elixirs, etc. ....	206
Shea, John, & Co., Contry Produce. ....	283	Strange & Brother, Silks and Ribbons. ....	304
Shimer, R. B., & Co., Produce Commission Merchants. ....	300	Strasburger, Louis, & Co., Diamonds. ....	236
Shrimpton, A. & Sons (Limited), Manfrs. Pins and Needles. ....	285	Strasburger, Byron L., & Co., Watches. ....	147
Skilton & Son, Exporters. ....	156	Strauch Bros., Manfrs. Piano Forte Actions. ....	113
Slimmon, Robt., & Co., Importer of Earthenware. ....	277	Straus, L., & Sons, Importers of China, Pottery, etc. ....	155
Sloan, John H., Paper. ....	174	Strong, Geo. S., Inventor and Mechanical Engineer. ....	193
Slomon, Sam., Manfr. Badges etc. ....	301	Sutherland Co., The, Advertising Novelties. ....	210
Smith, Philetus, Jr., Millers' Agent. ....	290	Sutherland, Eugene, Repacker Foreign Fruits. ....	178
Smith, Abram S., & Co., Commission Merchants in Hides, Skins, etc. ....	290	Sutphen & Myer, Plate Glass. ....	106
Smith, Josephine D., Lamps and Reflectors. ....	265	Susstrong, Albert, Manfr. Watch Cases. ....	271
Smith & Moller, Auditors and Accountants. ....	269	Sweet, Stephen, Notary Public, etc. ....	250
Smith, H. C., Wagons, Sleds, etc. ....	274	Switzer, Jos. W., & Co., Packing Box Makers. ....	229
Smith, Sidney E., Manfr. Confectioners' Machines, Tools, etc. ....	275	TATHAM & BROS., Manfrs. Shot. ....	227
Smith, F. A., & Co., Produce Commission Merchants. ....	251	Tannav, E., Proprietor New York City Peanut Roaster Works. ....	239
Smith, C. Sydney, Jewelry Manfr. ....	162	Taussig, N. W. & Co., Molasses. ....	197
Smith, Lyndon P., Architect. ....	176	Taylor & Wallace, Produce Commission Merchants. ....	306
Smith, Wm., & Co., Gold and Silver Chains, etc. ....	179	Taylor, H. S. & Co., Manfrs. Hand Organs. ....	240
Smith, E. Osborne, & Co., Real Estate. ....	248	Taylor, M. J. & Co., Ostrich Feathers. ....	234
Smith, Augustine & Co., Paper Manfrs. ....	249	Thatcher Furnace Company, The. ....	306
Smith & Nichols, Manfrs. Oils, Candles, etc. ....	229	Thau, H., Manfr. Electrical and Telegraphic Instruments. ....	243
Smyth, Bernard, Real Estate. ....	190	Thingvalla Line, A. E. Johnson & Co., General Passenger Agents. ....	126
Snedecor, L. O., Produce Commission Merchant. ....	306	Thoma, Philipp, Manfr. Jewelry. ....	307
Solomon's, B. L., Sons, Furniture Fabrics, etc. ....	101	Thomas, Robert G., Hope Mills. ....	246
Solomon & Benedict, Real Estate. ....	158	Thompson, Henry C., Civil Engineer and Surveyor. ....	233
Soltan, John, Fruits, etc. ....	266	Thompson, James & Co., Manfr. Mosquito Nets, Buckram, etc. ....	181
South Brooklyn Saw Mill Co. ....	182	Thomson-Houston Electric Co. ....	90
Spangehl, Wm. E., & Sons, Blank Book Manfrs. ....	179	Thorburn, Jas. M. & Co., Seedsmen. ....	220
Speed, A. M., & Co., Printers, etc. ....	194	Tinplate Decorating Co., The. ....	256
Spencer, E. E., & Co., Shoe Store Supplies. ....	146	Tirril's Equalizing Gas Machines. ....	155
Springer, John, Manfr. Hats, etc. ....	303	Todd, T. S., & Co., Custom House Brokers, etc. ....	211
Squier, The Geo. L. Manfg. Co., Sugar, Rice and Coffee Machinery. ....	160	Tonkin, George, Manfrs.' Agent. ....	227
Squires, Henry C., Anglers' and Hunters' Supplies, etc. ....	230	Transatlantic Fire Insurance Co. of Hamburg, Germany. ....	197
Stachelberg, M., & Co., Cigars. ....	109	Travers, Geo. W., Manfr. Parasols for Baby and Doll Carriages. ....	152
Standard Pencil Co., Manfrs. Gold and Silver Pen and Pencil Cases, etc. ....	158	Tuttle & Bailey Manfg. Co., Hot Air Registers, etc. ....	260
Standard Metal Tie and Construction Co. ....	167	ULLMANN, CARL & COMPANY, Hops. ....	234
Standard Novelty Co., Manfrs. Notions, Sample Books, etc. ....	276	Ullmann, L. & Co., Auctioneers. ....	307

- Union Pearl Works, S. L. & J. H. Lawles, Proprietors 223  
 United States Net & Twine Company..... 189  
 Universal Automatic Lubricator Company, The, Jno.  
     A. Wyman, Manager..... 230  
 Upjohn Pill & Granule Company, The..... 176  
 Usher & Osborne, Crockery, Glassware and Lamps... 203  
  
 VAN ARSDALE, H., Manfrs.' Agent Imported Hosiery. 258  
 Van De Sande, Chas. & Co., Diamonds, Watches, etc. 114  
 Van De Water, J. W., Partitions, Desks and Office  
     Fittings..... 174  
 Van Ness, J. Newton, & Co., Horse Goods..... 201  
 Van Nest, A. R. & Co., Horse Goods, etc..... 201  
 Van Olinda, G. M., Whiskies..... 179  
 Van Tine, A. C. & Co., Tailors and Clothiers..... 287  
 Van Valkenburgh & Ronk, Commission Merchants,  
     Butter, Cheese, etc..... 305  
 Van Wagenen & McNab, Pattern Makers..... 257  
 Van Zandt, Wm. T., Real Estate..... 245  
 Vernon, S. E. & M., Manfrs. Blank Books, etc..... 209  
 Vidal, Wm. R., Manfg. Stationer..... 269  
 Vogel, H. C. & Co., General Produce Commission  
     Merchants..... 259  
 Vogt & Dose, French China..... 152  
 Volksadvocat, The, Mintz, Brody & Chelimer, Pub-  
     lishers..... 275  
  
 WADDELL, R. J. & Co., Sand Paper, Glue, etc..... 263  
 Wadsworth, C. H., Fruit..... 198  
 Wagner Brush Manufacturing Co., The..... 152  
 Wagner, Geo. D., Upholstery Goods..... 91  
 Waidlow, S. & C., Iron Works..... 231  
 Wallace, J., Wax, Wax Papers, etc..... 287  
 Ward, William H. & Co., Writing Papers..... 300  
 Warner, Jas. E., Thermostatic Incubator..... 169  
 Warrick Freres, Essential Oils, Olive Oils, etc..... 274  
 Waterbury, S. & Son, Manfrs. Infants', Children's and  
     Misses' Shoes..... 192  
 Waverly Refining Co., The, Syrups and Molasses.... 164  
 Weil, S., Manfr. Fine Shoes..... 226  
 Weir, Ross W., & Co., Teas and Coffees..... 257  
  
 Wells, S. L., Commission Merchant, Butter, Eggs,  
     etc..... 241  
 Wenzel, Adolph C., Nickel Plating Works..... 173  
 Werner, John, Manfg. Jeweler..... 267  
 Wesel Manufacturing Co., F., Printers' Materials..... 300  
 Westminster, The, W. G. Schenck, Proprietor..... 218  
 Wetzler's, Albert, Sons, Sole Leather..... 298  
 Weyman Bros., Tobacco & Snuffs..... 273  
 Wheeling Corrugating Company, H. C. Mechling,  
     Manager..... 198  
 White, C. H. & Co., Bankers..... 96  
 White, Franklin C., Hardware Manfrs.' Agent..... 269  
 Whiting, A. H., Broker, Commission Merchant, etc... 250  
 Whiton, A. S., Steel and Iron Rails, etc..... 168  
 Wigton, R. B. & Sons, Coal..... 205  
 Wild, H. L., Fret Work..... 188  
 Wilder, T. S., Sail Maker..... 301  
 Wilhelm Bros., Lithographic Artists and Engravers... 255  
 Willard Metal Co., The, Manfrs.' Agents..... 224  
 Willets & Co., Commission Merchants in Leather.... 129  
 Williams & Rickerson, Hay, Straw, Oats, etc..... 146  
 Williams & Clark Fertilizer Co..... 169  
 Williams, H. P., & Co., Blankets, Bed Comfortables, etc. 266  
 Williamsburgh City Fire Ins. of Brooklyn..... 288  
 Williamson, J. & Co., Rockland Lake Ice..... 267  
 Wills Brothers Company, Warehousemen, Cold and  
     General Storage..... 235  
 Windmüller, Louis, & Roelker, Importing Commission  
     Merchants..... 103  
 Windsor, The, Hawk & Wetherbee, Proprietors..... 95  
 Winterton, Clarence E., Fruit and Produce..... 291  
 Wood & Payson, Wool Brokers..... 184  
 Woodbridge & Turner, Electrical Engineers and Con-  
     tractors..... 232  
 Woodman, Durant, Ph. D., Chemist..... 169  
 Wright, W. W., Billiard Expert..... 205  
 Wucherer, C. G., Plush, Satin and Leather, etc..... 199  
 Wygand, John & Co., Crockery, China, Glassware, etc. 90  
  
 YOUNG CO., THE, G. WRIGHT, Manfrs. "The Gard-  
     ner" Steel Sash Ribbon Pulleys, etc..... 93





ALTHOUGH the present locks arms with the past, the comparison must be that of the living elbowing the dead. The past buries, by reason of its self-accumulating ashes. The living creates, because it is animate. Therefore, in writing the history of New York, the present must of necessity receive attention at the expense of time elapsed. The earlier history, which is as familiar as the catechism to every schoolboy, must be abridged as to tedious description of events, and dismissed after a brief mention, in order that due prominence may be allotted to the great, momentous to-day.

Memory sweeps back over the battlements of Time, and rubs the dust and cobwebs from her turrets, in the endeavor to look over into the waving green sward, as it spread across Manhattan Island in 1609, the year that Henry Hudson piloted his way up the river and looked out upon the then nude dot of land, which now cradles the American Metropolis. Fourteen years later, or in 1623, a handful of Holland Dutchmen came over the brow of the ocean and taking possession of a little strip of the Island built their rough houses there. They were not many in number, these Dutchmen, only about forty-five; but the West India Company (a firm of traders, something on the plan of the East India Company) having heard of this new world, decided that it was quite the place for a bit of speculation and to the new land they sent the Dutchmen with all their earthly possessions, which included about 103 head of cattle.

It was upon the point of these new arrivals that the West India Company sent instructions to Peter Minuit, the Director-General of New Netherlands, to make overtures to the Red Men and induce them to part with their ham-shaped hunting-grounds—this thirteen miles of river and bay-laved rock and sand upon which now rests one of the world's greatest cities. The chiefs of the tribes were called together, and upon the sight of a few gewgaws and beads, and 60 guilders (\$24.) in money, they willingly parted with the entire Island, twenty-two square miles, or 14,000 acres. This liberal bargain on the part of Director-General Minuit made him still a greater man in the eyes of the West India Company, to whom he wrote a glowing account of the success with which he had met. Flushed by such bright prospects, the company at once began to enlist converts for the new world and it was not long before 200 persons had been collected upon the Island. Thirty houses, of a cheap pattern, were erected. A new name was adopted by the settlement—that of New Netherlands. A spirit of prosperity at once seized the population. Trade, commerce, and speculation in its infancy began to raise up its head. The first warehouse on the Island was erected about the year 1626, when the first record of a shipment of goods to Holland is made, consisting of “7,246 beaver skins, 853<sup>1</sup>/<sub>2</sub> otter skins, 81 mink skins, 36 wildcat skins, 34 rat skins and much oak and hickory timbers.” This record was accompanied with another which announced that on “9 June, 1625, Sarah, daughter of Jan Joris Rapaelje” had been born—the first white child ever born upon the Island.

Director Minuit made it his duty to be the author of the first factional fight that ever occurred upon the Island. That was in 1632. It seems that he had fallen in with a number of the feudal lords of the new land, who were known as Patroons—that is, the first persons who had emigrated and now possessed slaves. These Patroons were granted the privilege to hold the land upon which they resided, free from taxes for a period of ten years and the slaves were compelled to work these lands. Director Minuit showed these petty lords great favor and owing to that account, he was humiliated by being recalled from the office of Director. Resigning the government into the hands of a council, he set sail in the ship *Eendragt* for Holland. And right in here arose the first ripple of contention between the English and the Dutch. The weather proved foul and the ship drifted into Plymouth Harbor, where she was held captive by the authorities at that point, upon the charge of being an illegal trader in English monopolies, the Englishmen having discovered on board a large cargo of skins. Governor Minuit at once notified the Dutch Company, who opened up a hot correspondence with the English government through the Dutch Ambassadors at London. The Dutch claimed that they had a prior right to the province of Manhattan Island, owing to their discovery of it in 1609; the return of the Dutch in 1610; the grant of their trading charter in 1614; the support of the fort and garrison until the West India Company's organization in 1621; the neglect of the English to steal the country; and the original purchase of the Island for 60 guilders.

The English Government denied these claims, saying that Cabot had discovered the land; that the Plymouth Company was its rightful owner under a patent granted by King James I., who was its lawful Sovereign; while they also declared that the Red Men, being a race of nomads, had no right to sell the Island for a mess of pottage. Finally, the English Government agreed to permit the Dutch to stop upon the Island, in return for loyal submission to the English crown. This settled the matter and Governor Minuit sailed away with the *Eendragt*.

Isaac de Raiseres had in the meantime been heading the Dutch Council and he was succeeded by Koopman Van Remund. This brings us down to the year 1633, when in April, the Dutch successor to Minuit came to America—Governor Wouter Van Twiller, upon the ship *Southberg*, with a militia of 104 men, a Spanish caraval that she had captured and brought along with her. In this ship came also Everardus Bogardus, the first clergyman ever landed in America and Adam Roelandson, the first schoolmaster.

The name of the Island was now changed from Manhatta to New Amsterdam. Governor Van Twiller had secured his office through the influence of Killian Van Rensselaer, a wealthy Patroon whose daughter he had married. Van Twiller, who is recorded as being a feeble-charactered and incompetent director, organized his first council from Jacob Jansen Hesse, Martin Gerritsen, Andries Hudde, Jacques Bentyn and Cornelius Van Tienhoven, the latter having been the accountant for the Dutch Company. At this time Van Twiller lived in Wall Street, where he had a farm and built a house, barn, boat-house and brewery, the farm extending from Wall north, to Hudson Street.

In 1636, the first record is made of a real estate transfer, when the property now owned by Trinity Church was conveyed to Roelof Jans, the grant running from the south of Warren Street, along Broadway to Duane Street, one and a half miles northwest to Christopher Street, bounded by the North River, the territory comprising 62 acres.



VIEW FROM TWENTY-THIRD STREET, LOOKING SOUTH, SHOWING BROADWAY AND FIFTH AVENUE.

Long Island was connected by ferry in 1638; then came the factional fights between the Stuyvesants, the Van Rensselaers, the Van Der Doncks and the Schuylers in 1640; Governor William Kieft built the first tavern at the corner of Pearl Street and Cœnties Slip in 1642. The first fire company was organized in 1648, with "the one-legged Peter Stuyvesant," the new Director of New Amsterdam, for its chief.

Two years after, or in 1650, the first application for a municipal form of government was made and in the following year, the Lord State General of the Netherlands caused a burger form of government to be founded. The town is now invested with the dignified title of "city" and the hoodwinked Dutchmen pay for it in taxes. Colonel Nichols, at a meeting of the Council Chamber is proclaimed Governor of the Province. The spirit of English invasion

begins to spread and show signs of life by cropping up here and there—notably at Fort Lee, where the British flag is raised and the battlement becomes known as Fort James.

The name of New Amsterdam is shelved and the good old title of New York is given to the city under a charter granted by Governor Nichols. By 1664, one finds that the tongues of nations have increased until eighteen foreign languages are spoken in New York. From a city of 1,000 persons in 1656, the number in 1664 is 1,500. The infant of belligerency is rapidly growing and getting upon its legs—Dutch merchant vessels numbering 130 have been captured by the English. The Dutch have voted 14,000,000 guilders for the expense of the war. The House of Commons in London has supported the formal war decree against the Province. The Duke of York, in command of the fleet, confiscated the entire estates of the Dutch West India Company.

Six years later, in 1670, an event of national importance occurred, namely, the establishment of the first Exchange. This was March 24, during the term of Mayoralty held by Thomas Willett, the first Mayor of New York. The hour for the meetings was fixed for Friday mornings, between 11 and 12 o'clock, at Broad Street, just where the bridge used to cross a ditch, the spot now known as Exchange Place.

There was another lively time in July, 1673, when the Dutch recaptured the city and renamed it New Orange. But their power was ephemeral, for in November, 1674, the English again gained control of the city, which they held until November, 1783. In 1678, Governor Andros wrote of the colony thus:

“Our merchants are not many, but with inhabitants and planters, about 2,000 able to bear arms; old inhabitants of the place or of England, except in and near New Yorke, of Dutch extraction and some few of all nations, but few servants, much wanted, and but very few slaves.”

The first mention of any assembly coming together in New York, is found October 17, 1683, the body comprising the newly arrived Governor Dongan, ten councilors and seventeen representatives who had been elected by the people. The Charter of Liberties—the initial popular charter of the province,—was the first work framed. That same year, December 8, the city was divided into six wards. It was a difficult matter to get water and seven public wells were dug. The city now contained about 350 houses. There were about 325 names on the tax collector's list, one-fourth French, one-third English and the others Dutch.

The Duke of York, in whom the powers of government were vested, by the grant of the province and city, having in 1685 succeeded to the throne under the title of James II., now relinquished his rights as proprietor, which rights, having merged into the Crown, the province ceased to be a charter government. From that date until the evacuation, it was a British Crown Colony. Governor Dongan dissolved the Assembly August 6, 1685, and no further meetings were held during the reign of King James II. The great event of 1689 was the revolution; which comprised the alarm of New York; the French threats and the operations of the Committee of Safety.

One of the benefits of the greatest of the world's discoveries was noted in 1691, when the first material was sent broadcast from the printing press. One year later, 1692, marks the establishment of the Church of England in New York, which soon gained a footing, in the face of the Dutch Church. The work was commenced which culminated in 1696, in the construction of the foundation of old Trinity Church. This was finished in 1697, the Rev. William Vesey opening it for public worship February 6.

The first valuation of city real estate was in 1693, when it was found to be £78,231—or in the neighborhood of \$380,000.

The year 1696 brought the first hackney coach and the wonderful one-horse chaise. The first carpet had just been introduced into America by the Pirate Kidd—a Turkish rug worth \$25. A taste of luxury began to seize the people and they gradually worked into the ownership of clocks, kitchen chairs, and small mirrors.

The great happening of 1697 was the establishment of the first Board of Trade, the members comprising a president and seven members. The population of the city had now grown to 4,937, in the year of 1698. We have but to look over the brow of two more years, to meet the ushering in of the eighteenth century—1700. Let us, then, rapidly slide through the years from this point, in order that the mighty living present may be viewed the quicker.



FIFTH AVENUE, LOOKING NORTH, SHOWING "DELMONICO'S."

In 1702, the government of New York was in charge of Lord Cornbury, (Edward Hyde) eldest son of the Earl of Clarendon. The greatest educational step of the colony was taken in 1705, when Andrew Clark, an Englishman, came over and opened the first public school. There were then 5,250 persons in New York.

The Upas-tree of the century was planted in 1709, when the first slave-mart was opened at the foot of Wall Street slip, on the site of the old block house. This same year may also be said to have been the first plank in the financial history of this city, paper money having then been introduced.

Broadway, between Maiden Lane and what is now City Hall Park, was laid out in 1712. The negro oppression riot also burst forth again in that year. There were six city policemen (they were known as watchmen).

By 1714, the population was 5480 persons.

The mayor of New York in 1716, was John Johnson, a shipping merchant; followed in 1719 by Jacobus Van Cortlandt. William Bradford, the government printer, established the New York Gazette in 1725—the first newspaper published here. In 1729, the first public library was established, in Nassau Street, comprising 1622 volumes.

The first public markets began to spring up along the river front in 1732. The souls of the city now numbered 8,622. "The Commons," now City Hall Park, had a great fishing pond on the north edge, known as Fresh Water pond and near this stood the old city gallows.

Jacobus Roosevelt founded the old tanneries in "the Swamp," in 1734 and thus established the present site of the leather trade. He bought fifty lots here, paying £200 each for them.

The first workhouse was built upon the Commons, in 1734.

The city wards now numbered seven and were granted extra protection. The first engine house was built in Broad Street, the society paying Jacobus Turk £10 per year to look after it. This was in 1736, and in 1737, the fire department consisted of twenty-seven members.

That year Trinity enlarged herself for the last time, lifting her steeple 180 feet into space. Then came the uprising known as "the Negro plot," in 1741. There were 10,000 persons in town, and of this number, one fifth were slaves—the introduction of this inhuman traffic being due to Wilhelm Kieft. At the end of the riots, from May 11 to August 29, 154 negroes were cast into prison. Of this number, eighteen were hanged, fourteen burned at the stake, seventy-one transported and the remainder pardoned.

The first college was founded in 1744, during the mayoralty of Stephen Bayard, this step being the initial one towards the founding of Kings—now Columbia—College.

Let us now get into the fever wards of those old Revolutionary days, when the history of America shifted about upon the point of Time's great finger. The population in 1756 had reached 13,046; in 1760, it was 14,000. The first ferry had just been built between New York and Paulus Hook—at present Jersey City. The mails between New York and Philadelphia went over by stage coach and packet, twice a week, the time occupied being at least three days.



Philip Embury and his followers had organized the first Methodist Church in 1766, the old John Street Church having been erected in 1767 and named Wesley Chapel.

The formidable thing of evil, war, bloodshed, riot, ruin, finally plunged into the fray, April 5, 1768, when the Boston troubles began, just upon the heels of the passage of the Stamp Act and the stamp riot. New York, with her 20,000 inhabitants had been disfranchised. The first mercantile society in America was formed, with John Conger, as President; Hugh Wallace, Vice-President; Elias Desbrosses, Treasurer; and Anthony Van Dam, Secretary. On December 5, 1769, Isaac Law made a motion for the society's incorporation, its permanency thus being secured through a charter from the Crown. New York, in the face of Boston's protest, has resumed her commercial relations with England.

We all know of that mighty period, when the pioneers of the New World arose, and under the great generalship of Washington wresting the sword from Britain, trampled it under their feet. We know the history of that bloody war, which ended in the signing of the Declaration of Independence; the work of the immortal Congress which welded the fomenting colonies into thirteen states; and we know, also, that at the end of the savage war, 160,000 bodies slumbered in that silent city of the dead.

On November 25, 1783, the British soldiery marched out through the Bowery and to the ships that awaited them and New York was like one born anew. All hail! then, to a period of peace and commercial prosperity.

The first mayor of New York, under the new state of affairs, was James Duane, a native, his installation having taken place February 5, 1784.

There were now 23,614 persons in New York, an increase of 1752 since 1771.

The first step had been taken December 31, 1781, to found the Bank of North America, at Philadelphia, the first institution ever established in the states, Robert Morris having originated the scheme, assisted by Alexander Hamilton and Gouverneur Morris. This was followed by the establishment of the Bank of New York in 1784, Alexander Hamilton having gained a charter for it May 21, 1791. The capital of this bank was \$950,000.

This year the yellow fever panic set in, lasting until 1798, when 2,086 deaths had been counted.

The first fire insurance company was founded in the States in 1798, this being the New York Marine.

The Manhattan Bank was founded in 1799, with a capital of \$2,050,000. The brink of the nineteenth century, 1800, found the population 60,000, against 33,131 in 1790. George Washington lived at No. 39 Broadway, the Bunker Mansion House. The Republicans gained four wards and the Federalists three, during an election. The New York Hospital, under its charter of 1791, was the only institution of the kind in this city. In 1805, when New York numbered 75,770 souls, her real estate valuation was \$25,645,867—this being the first reliable assessment made since 1793.

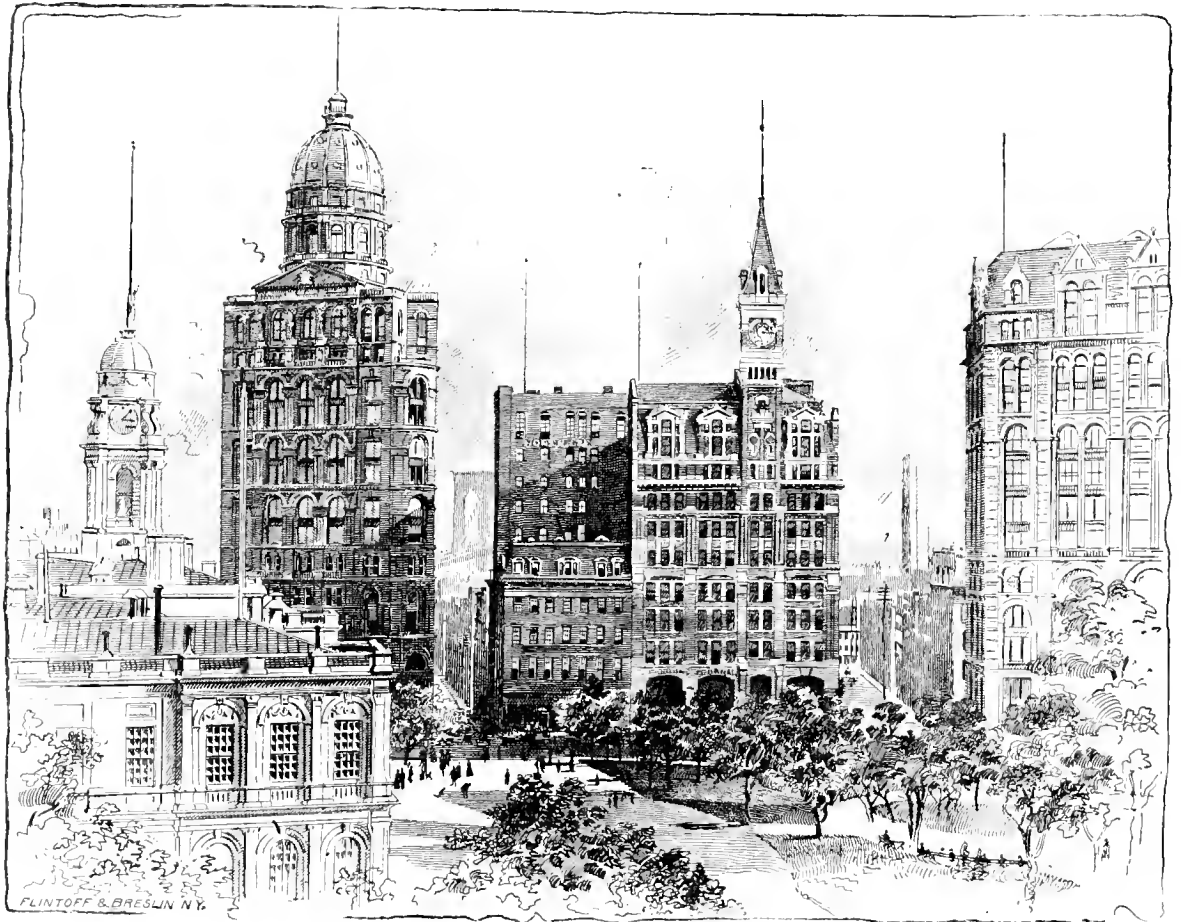
The City Bank was organized in 1812, with a capital of \$2,000,000.

The first savings institution was established by Thomas Eddy in 1819, assisted by Dr. John Griscom, John Pintard and others, the president being William Bayard. The site of the institution is now occupied by the Bleecker Street Bank.

From the year of 1821 to 1830, it may be said that foreign commerce had her first encouraging growth, the amount at the New York port alone having reached during those ten years, \$36,337,956, or more than one-half of the total of the States. In these years the exports were \$8,797,218; domestic exports, \$12,786,118; making a total of \$57,921,292 in foreign commerce. New York's real estate in 1835, had increased to \$218,723,703 in value. Then came the fatal upas-breath of financial disaster—the panic of 1837, which carried so many great houses of business and finance down the stream of ruin, like straws in the grinding waters of the rapids. The cause of it all lay in the fact that in 1833, the Government had caused the removal of deposits from the United States Bank to the local banks. Paper, to a wild amount was issued,

credit was unreservedly extended. The currency was further contracted by the specie circular issued July 11, 1836, and money became so scarce in 1837, that the crash proved beyond resistance.

The year of 1845, seems to have been a sort of half-way house on the road from 1800 to the present. In that day the New Yorkers had a delightful strolling place in the shape of the Battery Park, from under the elms of which opened a charming vista of the waters of the Hudson and the Bay, while near it, reached by a short pier, was Castle Garden, where for twenty-five cents, one might pass a whole evening witnessing the feats of the Ellsler Brothers, or listening to some native vocalist with a foreign name—for the great era of the great Jenny



CITY HALL. "WORLD," "TRIBUNE" AND "TIMES."

Lind, Sweden's immortal nightingale, had not yet been realized. Or, one might watch the awkward flamingos, as they stalked about the little fountain in Bowling Green Park; or one might sit upon a Park farm beneath the trees and gaze with boyish wonder at the good, old fashioned, historic, Washington House, at No. 1 Broadway, where that financial palace now pierces the sky. This house was at that time the residence of Ex-Mayor Andrew H. Mickle, who no doubt enjoyed the presence of the ghosts of Sir Henry Clinton, Washington, William IV. and Livingston.

In that old year, the denizens used to attend divine service at Trinity Church, which had not been exactly completed; while its neighbor, Grace Church, was executing the bold design



of erecting a new edifice away uptown at 10th Street, the spot where so many young hearts now flutter as their owners stand before the altar taking unto themselves the vows of wedlock. This church, in 1845, was much talked about as one of the to-be-wonders of architecture and to which the Rev. Dr. Taylor was to attract great audiences. Or, if one were inclined to Calvinism, there was the stanchly orthodox brick church at Park Row and Beekman Street, of which Dr. Gardner Spring was the chief head.

Again, one used in those days to hie one's self in best raiment to hear Mr. Brady hold forth in Broadway, near St. Paul's Church, that one's lineaments might be perpetuated into future generations, by the newly introduced process of Monsieur Daguerre, (Sun-pictures, as most persons called them) whereby one's Spartan endurance of the blinding sunlight under a glass roof was rewarded with one portrait for each sitting.

Every person of note who came to town lodged at the Astor House—"the finest hotel in any country"—that is, if the pocket could afford it, for the Astor then charged \$7 per week for board, and great men like Daniel Webster, Henry Clay and John J. Crittenden made it their habit to put up at the Astor.

The public had her favorite journals: The Mirror, edited by the two poets, George P. Morris and N. P. Willis; or the Courier and Enquirer, for which Henry J. Raymond wrote; or the Broadway Journal, in which Edgar Allen Poe displayed his genius;—then, also, another poet, was putting forth an occasional poem, written after the close of his daily duties as private secretary to John Jacob Astor, in the little one-story brick office building in Prince Street, just west of Broadway, and of whom N. P. Willis had just said: "If only philosophy ruled our country, Fitz-Greene Halleck would be a governor."

One could visit the gallery of the Academy of Design, in the Society Library's building at Broadway and Leonard Street and see the latest paintings by Cole, Durand, Edmonds, Chapman and Gignoux—and wonder how long it would be before that new statue called the "Greek Slave" would be brought from London, where the critics were so praising it.

Then, Tenth Street was about the limit of the fashionable residence quarter, though Union Square was coming to the front as its rival. Broadway was unpaved beyond Fourteenth Street and "Corporal" Thompson's tavern at Fifth Avenue and West Twenty-third Street was quite in the country. Madison Square was an open field, while the guide books of the day described Bloomingdale as a "remarkably neat village of New York County, five miles above the City Hall and having four hundred inhabitants," while Harlem was "a flourishing village of fifteen hundred population, with a superabundance of hotels."

The frightful fire of 1811, in which one hundred houses were burned, and which was outdone in 1835, December 16, 17 and 18, when 648 shops and houses and eighteen million dollars worth of property was destroyed, was again repeated in 1845, July 19. It broke out near Wall Street, running south to Stone Street and licked up millions of dollars worth of houses and shops between Broadway and Broad streets.

Thousands of people went of a Sunday to see the great High Bridge which had been built to form a channel-path for the aqueduct over the Harlem River and into which the water had been poured, July 4, 1842. This structure is 1450 feet long, with fourteen piers, eight of eighty feet each, six of fifty feet span, and one hundred feet above tide-water mark. It cost \$900,000. To this beautiful bridge, the citizens of 1845 used to go out in droves and marvel over it as one of the great works of the century.

Tammany Hall was just getting upon its political legs. The Great Western and Sirius which had made their maiden voyages from England to America in 1841, were the only notable boats in '45.

Emigrants to Oregon (it was just on the eve of the gold excitement) were carried via Valparaiso and the Sandwich Islands, the trip requiring six months.

The Baltimore and Washington telegraph line (the first in the country) constructed in 1844, had in 1845 been duplicated by a wire running from New York to Washington via Philadelphia.

James K. Polk was the president of the twenty-seven states. This country had 4,633 miles of railway and 14,183 post-offices. The greatest man that America ever produced—Abraham Lincoln—was studying law at Springfield, Ill. It was within but fifteen years of the time when his name would be known over the world. The elder Bennett was editing *The Herald*; Horace Greeley's *Tribune* was four years old. New York real estate was assessed at \$239,995,517.

The Astor Place Opera House (now the new Mercantile Library Building) was erected in 1848; and May 10, 1849, during the engagement of the great English actor, Macready, occurred the great Macready-Forrest Astor-place riot.

The world famous Jenny Lind, the Swedish nightingale, came to Castle Garden under Barnum's management, September 7, 1850. Sontag, Grisi, Catherine Hayes and Parodi also came that year, and December 5, 1851, the Hungarian patriot, Louis Kossuth, came here also.

At the Crystal Palace, now Bryant Park, the World's Fair for the exhibition of the Industries of all Nations was opened July 14, 1853. The city had grown from 75,770, in 1805, to 96,373 in 1810; 93,634 in 1816; 123,706 in 1820; 166,086 in 1825; 202,589 in 1830; 268,089 in 1835; 312,710 in 1840; 371,223 in 1845; 515,000 in 1850; and 600,000 in 1853, which carries us down to the greatest event in the financial history of New York, namely, the establishment on October 3, 1853, of the Clearing House, which was opened for operations the eleventh day of that month. This house was established upon the London system, which found favor in the latter part of the last century, and was introduced into this country by the establishment of the New York Clearing House Association, consisting at that time of fifty-five banks, with an aggregate capital of \$47,000,000.

The first proposition to establish a Clearing House in the City of New York, was made by the late Albert Gallatin, president of the National Bank (now the Gallatin National Bank). In a pamphlet, entitled, "Suggestions on the Banks and Currency of the Several United States, in Reference to the Suspension of Specie Payments," published in the year 1831, occurs the following paragraphs, viz.:

"There is a measure which, though belonging to the administration of banks, rather than to legal enactments, is suggested on account of its great importance. Few regulations would be more useful in preventing dangerous expansions of discounts and issues on the part of the City banks, than a regular exchange of notes and checks, and an actual daily or semi-weekly payment of the balances. It must be recollected that it is by this process alone that a bank of the United States has ever acted or been supposed to act as a regulator of the currency. Its action would not in that respect be wanted in any city, the banks of which would by adopting the process, regulate themselves. It is one of the principal ingredients of the system of the banks of Scotland. The bankers of London, by the daily exchange of drafts at the Clearing House, reduce the ultimate balance to a very small sum, and that balance is immediately paid in notes of the Bank of England. The want of a similar arrangement among the banks of this city, produces relaxation, favors improper expansion, and is attended with serious inconvenience. The principal difficulty in the way of an arrangement for that purpose, is the want of a common medium other than specie, for effecting the payment of balances. These are daily fluctuating, and a perpetual drawing and redrawing of specie from and into the banks, is unpopular and inconvenient.

"In order to remedy this, it has been suggested that a general Cash Office might be established, in which each bank should place a sum in specie, proportionate to its capital, which would be carried to its credit in the books of the office. Each bank would be daily debited or credited in those books for the balance of its account with all the other banks. Each bank might at any time draw for specie on the office for the excess of its credit beyond its quota and each bank should be obliged to replenish its quota whenever it was diminished one-half, or in any other proportion agreed upon.

"It may be said that some similar arrangement might be made in every county or larger and convenient district of the state. It would not be necessary to establish there a general



LOWER BROADWAY FROM EXCHANGE PLACE, SOUTH.

Cash Office. Each of the banks of Scotland has an agent at Edinburgh and the balances are there settled twice a week, and paid generally by drafts on London. In the same manner, the balances due by the banks in each district might be paid by drafts on New York, or any other place agreed upon."

The above extracts contain the germ of the clearing house system—grand and indispensable in the money world.

Several meetings were held, and finally, at one of bank officers, August 23, 1853, at which thirty-eight banks were represented, a committee of organization was appointed, viz.: F. W. Edmunds, cashier Mechanics' Bank; James Punnett, cashier Bank of America; A. E. Silliman, cashier Merchants' Bank; J. L. Everitt, cashier Broadway Bank; Richard Berry, cashier Tradesmen's Bank, R. S. Oakley, as secretary.

They reported a plan for simplifying the system of making exchanges and settling daily balances between the banks, and recommended the securing of a suitable room, near, or on Wall Street for the purposes of the association. On October 3, 1853, they reported a plan, and secured a location at No. 14 Wall Street, and on October 11, 1853, the first exchanges were made.

It must be remembered that all of the banks in the city united in its organization. Its workings soon after its organization developed its importance in forcing conservative banking as exemplified in the failure of and closing up of four banks within the short period of a few weeks, every bank being required under its system to meet every obligation daily in its settlements.

Mr. John P. Ritter was appointed assistant manager in 1864 upon the proposition of Mr. Camp. After twenty-four years of faithful service, he, on account of ill health, was forced to retire on the 6th of October, 1888. Mr. Wm. Sherer was appointed as his successor and entered upon his duties on the 17th of December, 1888. Mr. Sherer's experience, first in the money department of the Metropolitan Bank, and afterwards for about twenty-five years in the United States Sub-Treasury at New York, the latter six years of that period being the cashier, rendered him eminently qualified for the position. This appointment proving acceptable not only to the manager but to all the members of the association.

The year of 1854 takes us into the open field of that period when the office of fire marshal was established. The volunteer department had greatly objected to the introduction of steam fire engines and therefore the first practical test was not made until January 17, 1859, at the Duane Street fire, and it was not until 1861 that the first eleven engines were applied for and granted. By 1864, twenty-seven engines were in use.

Max Maretzek had opened the Academy of Music in 1855. That same year the great Rachel came to New York and November 1, 1855, Thackeray lectured at Dr. Chapin's church, Broadway, between Spring and Prince streets, on George I.

In 1856, Central Park was founded and the Battery Park was constituted an emigrant depot.

A year later came the fearful financial panic (1857) and in that same year, the initial sign of the bloodiest war of the century was shown, when the supreme court decided that neither negro slaves nor their descendants, whether freemen or slaves, become American citizens. The evils of the hour did not come slow or singly. The panic had swallowed up 5,123 business houses, whose ruin reached the appalling figures of \$291,750,000. The prophets scented the approach of a hideous war.

On October 19, 1859, John Brown seized the United States Arsenal at Harper's Ferry, and on December 2d, of that year, he captured and hanged, while half of his men were shot.

The burr of a chaotic hell opened up, as that great man, Abraham Lincoln, stepped into the presidential office. It was 1860. New York had 805,658 inhabitants, against only 726,385 in 1855. Her citizens had been seized with the desire to settle the old score that had been lodged in the minds of men for so many years. The year of 1860 takes us to the threshold of that frightful rebellion which shook the world.

The grand part that New York City played in the great struggle that was engendered to



FIFTH AVENUE, LOOKING NORTH FROM FORTY-SIXTH STREET.

wipe the blot of slavery from the face of the nation, is that portion of history with which all are familiar. Out of the war debt of \$6,844,571,431.03, this city paid her share of New York state's \$111,005,953. Her grand women helped to bind up the shattered limbs of soldiers. The noble men carried arms. The populace lent a helping hand in twisting the wreath of victory.

Slavery, that frightful dragon who had drawn his loathsome length over the land for so many years, leaving the slime of bondage to fester beneath the sun of the nineteenth century civilization, lay dead, his hideous head crushed beneath the iron heel of destiny. Freedom's voice

grew loud. A new era opened up and the heroes that had fought and bled, sought their quiet homes once more and dropped back into their places in the professions, business circles and the trades. The bright sun of 1865 was for the time eclipsed by the cloud of smoke that arose, as the report of the assassin's pistol rang out and cut the life-thread of President Lincoln. Then, when the people had paid homage to the memory of this great man, the affairs of time jogged on again.

The most important local event in New York's governmental work that occurred in 1865, was in the spring of that year, when the paid fire department was established. The organization dates May 2d, when Charles C. Pinckney, James W. Booth, Philip W. Engs and Martin B. Brown were appointed fire commissioners, thus setting aside forever the old volunteer department that had been in operation practically, since 1648, when Petrus Stuyvesant first took the reins as commander-in-chief of the village of New Amsterdam. By the law under which the department was established the names of 3810 volunteers were blotted from the roll and the men under the new regime began to fight the flames for pay.

The year of 1865 will be memorable, too, for other events, among these being the burning of Barnum's Museum, July 12th, where the Herald building now stands; and also for the erection of the National Academy of Design, at Fourth Avenue and Twenty-third Street; this being the monument to the growth of the first art institution in this city which was established in 1802.

One of the most gigantic enterprises of the century, and credited strictly to New York, as the outcome of the genius of one of her sons, belongs to the year of 1866. As long ago as 1854, Cyrus W. Field had dreamed of a future electrical tie between the Old World and the New.

#### THE ATLANTIC CABLE

was the result of plans, aye, even dreams, men of doubts called them. The wonderful results that followed but go to illustrate the mighty possibilities that may arise from the patient and persistent efforts of men of genius. Mr. Field set to work and interested the men of the times in his scheme. These included those great characters, some of whom have passed away: David Dudley Field, Moses Taylor, Peter Cooper, Chandler White and Marshall C. Roberts. It was 1858 before the first message was flashed under the water, when August 16 Queen Victoria sent a message of congratulation to President James Buchanan and the American people. This under-ocean intercourse was destined to be of short duration, however, for the cable broke, and the mighty project was voted a failure by the doubting Thomases. On the 23d of July, 1865,

#### THE GREAT EASTERN

was sent forth with 1,200 miles of cable, and when in the midst of the sea, the wire parted again. The same old ship set sail once more on July 13, 1866, and picking up the slack, welded the broken terminals, and from that time until the present, the Old World and the New have been united by the electric current.

#### ADELAIDE RISTORI,

Italy's magnificent tragic queen, visited America in 1866.

#### EVENTS DURING THE PAST TWENTY-FIVE YEARS.

Let us now name, in brief, the important events that followed down to 1890: after which, we will summarize each enterprise as becomes its importance, as it now exists.

The station of the Hudson River Railway was located at Tenth Avenue and Thirtieth Street in 1866. There were no tram-cars on 4th Avenue above Thirty-second Street. The Greenwich

Street elevated railway was begun July 2d, 1867. That same year, the world's greatest novelist, Charles Dickens, paid his second visit to New York, December 9; and in this year came also, Fanny Kemble, Janauschek, Ristori and Mazzelein. January 9, Mme. La Grange and Signor Brignoli opened the Grand Opera House.



HOTEL BRUNSWICK FIFTH AVENUE AND TWENTY-SIXTH STREET.

Edwin Booth built his great theater at the corner of Twenty-third Street and Sixth Avenue in 1869. That year the post-office and Commodore Vanderbilt's Forty-second Street Street railway station were started. Work on the Brooklyn Bridge, and the Masonic Temple at Twenty-third Street and Sixth Avenue was commenced in 1870.

Two years later, June 1, 1872, James Gordon Bennett, the founder of the "Herald" died, followed November 29, 1872, by Horace Greeley. The city's population was now something like 950,000 persons.

## THE TWEED RING

started in April 5, 1870, to gain control of the city government and now continued that system of high-handed robbery which, after a steal of six million dollars, ended by Tweed's death in Ludlow Street Jail, April 12, 1878.

In 1875, the New York Central Railway Company began to open its tunnel through the streets of New York at an outlay of six millions of dollars.

On September 24, 1876, by the aid of twenty-six tons of powder

## HELL-GATE

was exploded.

On June 12, 1878, the editor Cullen Bryant, died at the age

Alexander T. Stewart's grave was 1878, two years after his death.

The Sixth Avenue Elevated Rail-Third Avenue Line, September 16, March 1, 1880, due, in a vast of the well-known Cyrus W. Field.

## PRESIDENT

opened the great Brooklyn Bridge been completed at a cost of thirteen ble event was in 1884-5-6, when the at a gigantic cost, not alone in money, to the disgraceful proceedings of the

## BOODLE

of 1884.

A noticeable feature of 1886, was of Liberty on Bedloe's Island.

## THE MIGHTY

The time tablets of 281 years plete a manner as space will per-with each individual industry and everyone a separate monument to Metropolis; not service rendered mighty and de-

New York the most wonder-wonderful west-thoroughly cos-character; almost is represented in almost every It is in itself

It is the great monetary, scientific, artistic and intellectual center of the western world. While it contains a vast amount that is evil, it is also a stamping ground of much that is

of the "Evening Post," William of eighty-four years.

desecrated at Garden City, May 6, April 10, 1876.

way was opened June 5, 1878; the 1878; and the Second Avenue line, measure to the never failing energy

## ARTHUR

in May, 1883, the structure having millions of dollars. Another noticea-Broadway tram-car line was completed, but in the city's self-respect, owing

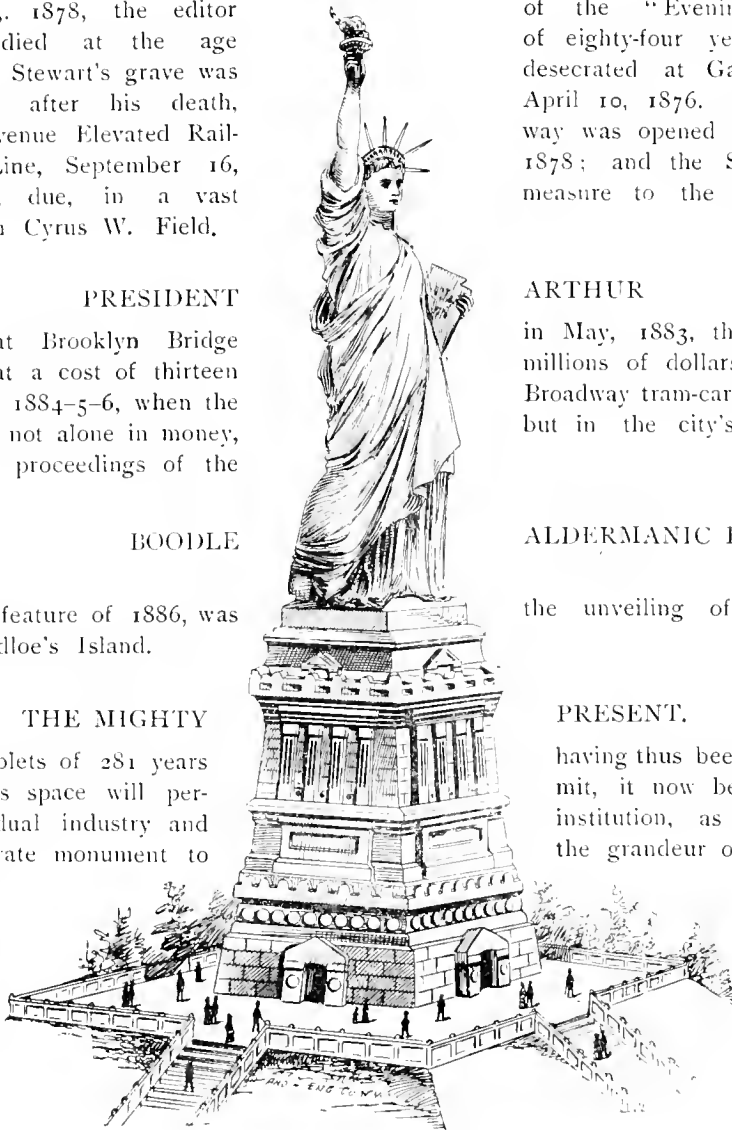
## ALDERMANIC BOARD

the unveiling of Bartholdi's Statue

## PRESENT.

having thus been scanned in as com-mit, it now befalls us to proceed institution, as it stands to-day, the grandeur of the great Western forgetting the vast by New York's serving men.

City is one of ful products of our ern civilization, mopolitan in its every nationality its boundaries and tongue is spoken. an epitome.



STATUE OF LIBERTY.





BROADWAY, SHOWING THE EQUITABLE BUILDING.

good. Hundreds of charitable enterprises are originated and fostered within its limits, and while its records of crime are undoubtedly a long one, the balance of the argument is in favor of the good which sheds its light through even the darkest hovels and into the most remote corners of poverty.

This city, the greater portion of which lies on "Manhattan Island," lurks in the mouth of the Hudson River at a distance of six miles from the Atlantic Ocean. The complete length of this constantly growing giant of the Western Hemisphere is something like eighteen miles from the Battery to the northern limits, while the breadth of this son of American enterprise averages one and three-fifth miles. There are twenty-seven thousand acres of Manhattan Island and twelve thousand on the main land; the remainder of land surface including the East River and the Bay Islands, which are known as Governor's, Bedloe's, Randall's, Blackwell's, Ellis's and Ward's, and while the entire east and west sides and the southern point of this great city are laved by the salt waters of the rivers and bay; along her northern extremities huddle and slumber a vast number of pretty villages of which Yonkers is the most important. Spuyten Duyvel Creek and Harlem River unite to form the northern boundary of the island.

The most ancient portion of New York has unfortunately within the past few years lost all of its old time character. The entire five miles, from the Battery to Central Park, from the East River to the North, now presents a net-work of palatial splendor. One has to look back but forty-five years to see in his mind's eye a vast sweep of green fields and open lots in nearly that entire portion of the city lying between Fortieth and Fifty-ninth Streets. It is due to the elevated railway system which girds the city upon both sides and threads its way through the center of the town, that a population of three hundred thousand persons has been added to Harlem alone, which in 1845, was a small village; to say nothing of the teeming thousands who have been added to the east and west sides of Central Park: thus lifting the population of not quite a million people in 1879, to the city's present count of nearly one million seven hundred thousand persons.

It was but a half a century ago that the open square now known as City Hall Park was the principal ground of recreation, and around which the fashion of the period centered. To take the place of this old time spot

### CENTRAL PARK

now offers opportunities equal to if not greater than any other park in the world. Easily accessible by the Third and Sixth Avenue Elevated Railways and by the Third, Fourth, Broadway, Sixth, Seventh and Eighth Avenue tram-car lines, this pleasure ground is a boon to the thousand upon thousands of pleasure seekers who gladly grasp the opportunity during the warm months to escape the city's fetid atmosphere and hail the cooling breath as it sweeps over the green-sward and sings through the tree-top. The complete length of Central Park from Fifty-ninth Street to One-hundred Tenth Street is two and one half miles, while from Fifth to Eighth Avenue the distance is one-half mile. There are nine and one-half miles of Park roads; five and one-half miles of bridle paths, while the park walks make a total length of twenty-eight and one-fourth miles. The park contains eight hundred and seventy-nine acres of which the new reservoir covers one hundred and seven acres, the old reservoir thirty-five acres, the pond at Fifty-ninth Street and Seventh Avenue contains five acres; there are twenty acres of the Lake; two and one half acres of conservatory water, two acres of the Pool, twelve acres of the Harlem Moor, and one acre of the Loch.

### THE CHIEF POINTS OF INTEREST

include first, the menagerie at the Arsenal, where the lions, tigers, monkeys, birds, etc., are kept on exhibition. One of the highest points in the Park from which a fine view of the



WALL STREET FROM NASSAU, SHOWING OLD TRINITY CHURCH

Park may be obtained is the tower known as the Belvedere. From this may be seen the Mall with its broad walk lined with trees, ending at the Terrace, the latter leading down to the Esplanade and Fountain at the shore of the Lake. From the Tower is also seen a portion of the Ramble, a bit of woodland and grass sward, full of winding paths and quaint nooks, including a cool and picturesque cave. One of the greatest curiosities to be found in Central Park is

#### THE OBELISK,

which stands upon a knoll near the Metropolitan Museum of Art. It was presented to the city of New York by the Khedive of Egypt. Lieutenant-Commander Goringe, U. S. N., after three years struggle, obtained possession of the Obelisk and moved it to its present site at an expense of nearly one hundred thousand dollars, which was borne by Wm. H. Vanderbilt. It was finally swung into position January 2, 1881. The height of the Obelisk from base to tip is sixty-nine feet and two inches. The measurement of the base square through its axis, is seven feet, eight and three-quarters inches. This monolith weighs two hundred and one-fourth tons. It was made at the command of the Egyptian King, Thutmes III., fifteen centuries before Christ, and is considered one of the great objects of the Park curiosities. It is a fact not generally remembered that

#### THE GREAT STONE WALL

that runs almost entirely around Central Park and was contracted for to be built at a cost of hundreds of thousands of dollars, caused the builders endless ruin. It was in the Tweed times and the contractor agreed to use certain grades of mortar, etc., and have the wall completed within a set period. He fell short of both promises and thereby violating his pledge he failed to receive the price stipulated and the combination of bad luck plunged him into lasting bankruptcy.

One of the great attractions in the Park is the

#### MUSEUM OF NATURAL HISTORY,

at Eighty-seventh Street. This rare place of interest was first founded in the Arsenal in 1869. The present building, especially erected for it, is of large size, and one of a series that can be erected as required. The collection of natural, historical and geological specimens is very extensive.

#### THE METROPOLITAN MUSEUM OF ART

is also located in the Park, on the Fifth Avenue side, near Eighty-third Street. The building is 218 feet in length by 95 feet wide and built of brick with sandstone trimmings and in 1890 was enlarged beyond its original dimensions. This museum contains the Cesnola collection of antiquities from Cyprus and the Blodgett collection of pictures. A great number of the pictures are of vast value.

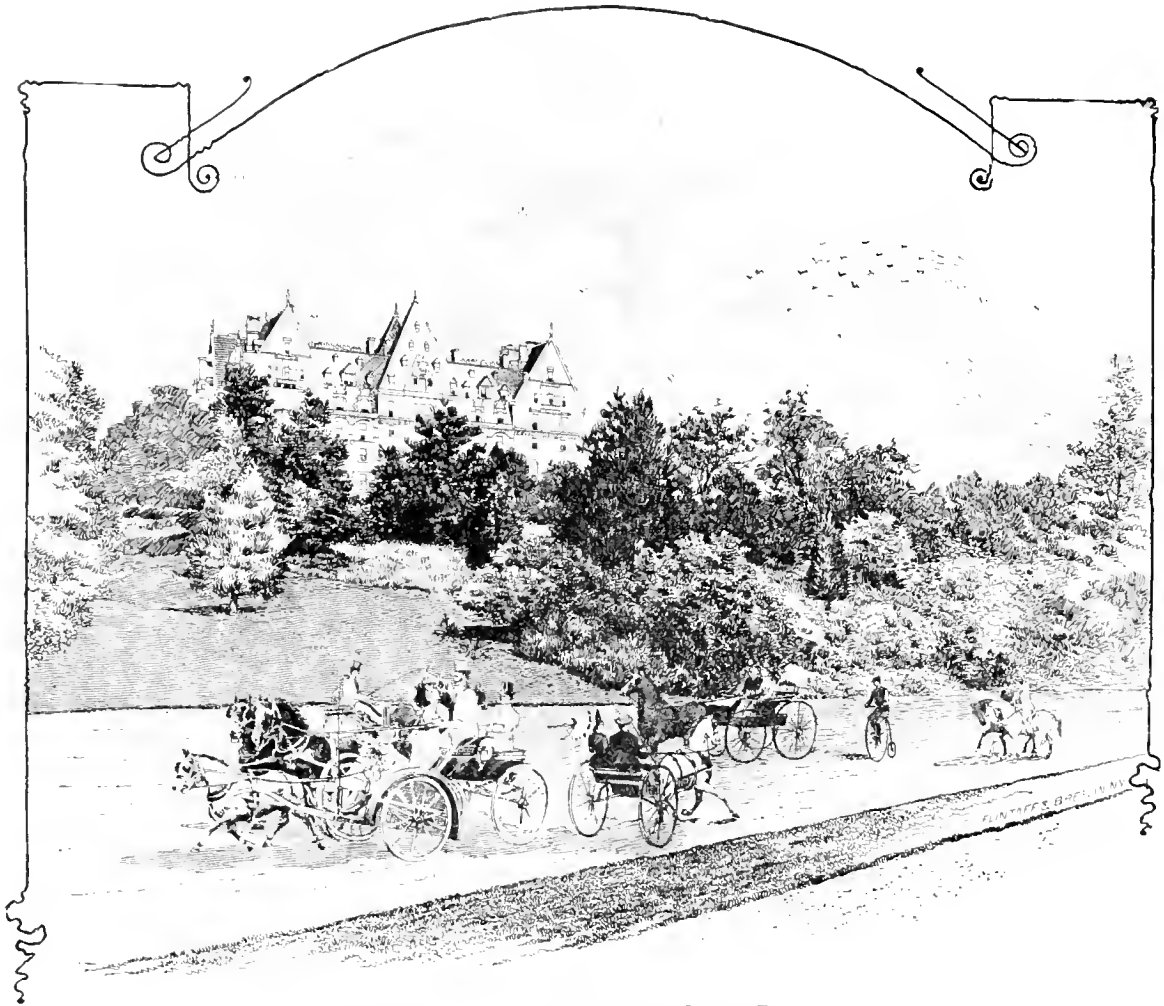
#### THE PROMINENT STATUES

embrace those of Shakespeare, Morse, Scott, Webster, Burns, Schiller, Halleck, Humboldt and Hamilton.

The other parks of prominence are Madison Square, Union and Washington Squares—the latter formerly a Potter's Field, while not fifty years ago, a creek cut through it and ran off to the Hudson River. There are Stuyvesant Square, Tompkins Square, Mount Morris and Riverside Parks and a dozen other green, shady places—all lungs of the city, where the poor may gather and inhale the fresh breezes.

## LIBRARIES.

This city can boast of some of the finest libraries in America, the leading one of course being the Astor Library, in Lafayette Place. This grand book treasury was founded by the authority of the will of John Jacob Astor, through the aid of \$400,000 that he set aside for the purpose. The building is a tremendous brownstone and brick edifice, 100 x 200 feet in area and contains nearly 300,000 volumes of books that are free to the public. William B. Astor endowed the institution with \$550,000 in addition to the first gift. The wonderful value of this massive pile of books and art treasures to professional men, students, journalists and



A VIEW IN CENTRAL PARK, SHOWING DAKOTA FLATS.

teachers is simply beyond description. The building is kept open the whole year, with the exception of about ten weeks, from the middle of July until the latter part of September, and its patrons count up into the hundreds of thousands.

Another great library is known as the Mercantile Library in Astor Place, founded in 1820. During 1890, the old edifice was torn down and in its place, a magnificent building has been erected. The society is composed of more than 7,000 subscription members. There are nearly 250.00 volumes in the library.

The Lenox Library in Fifth Avenue, between Seventieth and Seventy-first Streets is another grand institution, founded by James Lenox and opened in 1877. The property, with its buildings, 192 x 114 feet, and its thousands of volumes of priceless books, is valued at \$2,000,000.

The Apprentices' Library in Sixteenth Street, with its 70,000 volumes, is another monument to New York educational enterprise. This institution was commenced in 1820, by the General Society of Mechanics and Tradesmen, for the use of mechanics and apprentices.

The Bar Association has also a fine library at No. 7 W. Twenty-ninth Street; then there is the Municipal Library at the City Hall; the American Institute Library at Cooper Institute; the Harlem Library in upper Third Avenue; the Historical Society's Library, Second Avenue and Eleventh Street; the Law Institute in the Post Office building; the Mott Memorial, at No. 64 Madison Avenue; the Printers', in Chambers Street; the Young Men's Christian Association Library, Twenty-third Street and Fourth Avenue; and a number of free circulating libraries at No. 36 Bond Street, West Forty-second Street, and numerous other points in New York.

### THE POWER OF THE PRESS

and its history is perhaps next in consequence, after the parks and libraries. This, from the fact that the history of New York Journalism from 1800 to the present day, may be said to embrace the essential history of the city. No metropolis, aside from London, has such mighty engines of power as the press of New York.

Standing in the foremost line of journalistic enterprise, are half a dozen newspapers.

### JAMES GORDON BENNETT,

the founder of the "New York Herald" was born at New Mill, Keith, in Bauffshire, Scotland, in 1800. His parents, who were Roman Catholics, had intended him for the church, but after three years study in an Aberdeen Seminary, young Bennett abandoned the idea of the ministry and sailed for America on April 6, 1819, landing at Halifax. He finally opened a school at Portland, and in a few months moved to Boston, where, at first penniless, he roamed about friendless until opportunity offered itself as proof-reader with Wells & Lilly. Here he displayed his ability as a writer of prose and poetry. In 1822, Mr. Bennett came to New York, where in 1825 he began

### LIFE AS A JOURNALIST,

by the purchase of a Sunday newspaper known as the New York Courier. This sheet was not a success, and Mr. Bennett wrote for other journals, becoming the associate editor of the "National Advocate," a democratic paper, in 1826. He next became the associate editor of the "Inquirer," under M. M. Noah. He was also a member of Tammany Society. He continued in his position until after the union of the "Courier" and "Inquirer," and in 1832, when General Jackson made war on the United States Bank, Mr. Bennett sustained him; but it was the policy of Mr. Webb, its editor, to support the bank, and this caused Mr. Bennett's retirement. It was in 1835 that the sun of his career began to arise,

### THE NEW YORK HERALD,

on May 6, of that year, having first seen the light in a little basement at No. 20 Wall Street. This was a small, penny sheet, of which Mr. Bennett was the editor. He at once set out in a course that told to the world that his paper would espouse the right in all things and maintain the dignity of justice. He worked hard, early and late, as his own compositor, errand boy, collector and accountant. As the time ran on, it was an up-hill fight. But Mr. Bennett proved himself the master of every occasion. The chance came to erect the present fine building which the "Herald" now occupies, the site being that upon which the famous old Barnum Museum stood before the flames licked it up in 1865.

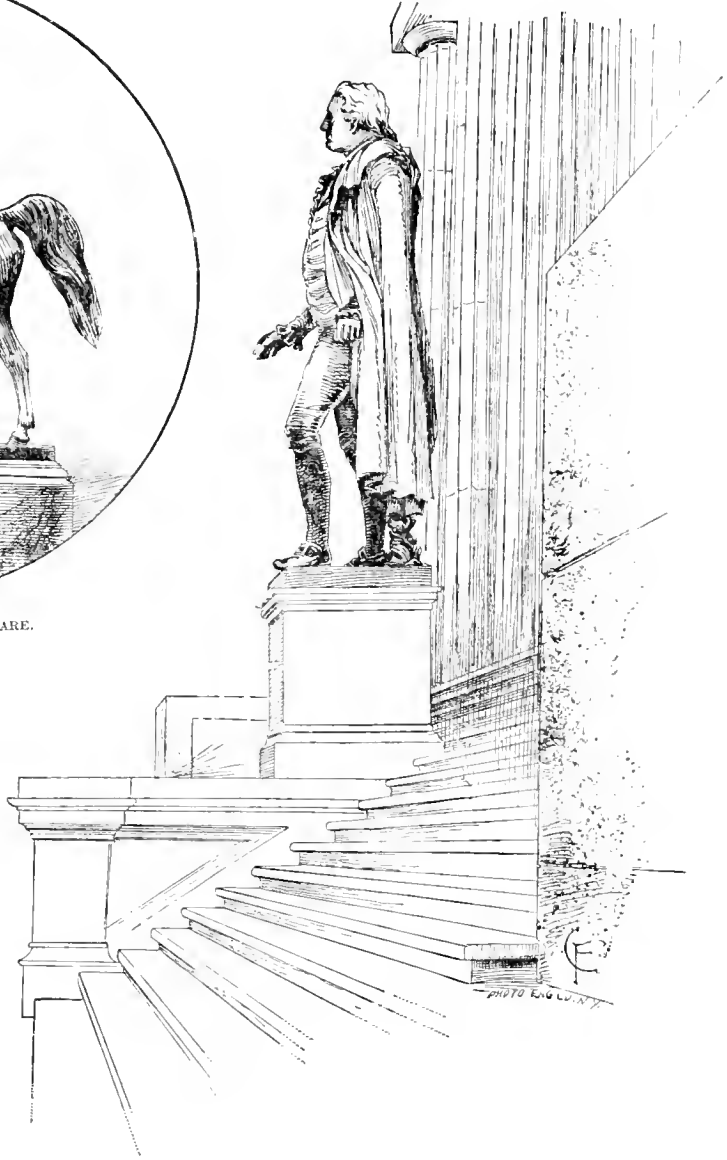
Mr. Bennett's death in after years, threw the entire control of the "Herald" into the hands of his son, James Gordon Bennett, the present proprietor, who is one of the most eminent editors in the world to-day, his great newspaper being a power upon the European



WASHINGTON STATUE, UNION SQUARE.

and American continents; one of the greatest strokes in modern journalism being Mr. Bennett's recent establishment of European daily editions of the "Herald" in London and Paris.

**THE HON. HORACE GREELEY,** of whom that great, impressive bronze statue rests in front of the "Tribune" building, established one of the other of the grand American newspapers. Since Mr. Greeley's death, the paper has been edited and powerfully conducted by the Hon. Whitelaw Reid, the American Minister to Paris under President Harrison's tenure.



WASHINGTON STATUE, TREASURY BUILDING

#### THE NEW YORK TIMES,

which is now owned and edited by George W. Jones, was started by Henry J. Raymond, who for years after, was its editor-in-chief. This is one of the high-class, powerful papers of America.

## THE NEW YORK WORLD,

with its grand, towering journalistic palace, is now looked upon as one of the greatest enterprises in modern journalism. Originally the leading democratic organ of the city, it was started by the Rev. Dr. McClintock, then pastor of St. Paul's M. E. Church, when wealthy churchmen like Daniel Drew, Cornell and Stout, were stockholders. Dr. McClintock was succeeded by Manton M. Marble as editor-in-chief, with the late D. G. Croly (husband of Mrs. Jennie June-Croly) as managing editor. The great "World" was revolutionized in 1883, when Joseph Pulitzer took hold of it with a daily circulation of 33,541 copies. The circulation of this paper to-day is said to be over 335,000 copies, or a total of more than one hundred twenty-five millions of copies per year.

## THE NEW YORK SUN,

of which Mr. Charles A. Dana is the editor, is one of the journalistic monuments of this city. Mr. Dana spends much of his time abroad, during which time the active management of the paper falls upon his able son, Paul Dana.

## THE EVENING POST

is one of the most reliable and high-class newspapers of this city, this journal being a child of that genial, grand poet, the late William Cullen Bryant.

## THE MAIL AND EXPRESS

is Col. Elliott F. Shepard's paper, and one of the cleanest, most conservative newspapers published.

## THE PRESS

claims distinction as being one of the very staunch republican organs, one of its strongest writers being the well-known, honorable journalist, Joseph Howard, Jr.

## THE STAATZ ZEITUNG

is the king of the German papers of America.

## THE MORNING JOURNAL

is the great penny paper of this country, and after several changes, is now the property of Albert Pulitzer, a brother of the owner of "The World."

The other newspapers embrace the "Commercial Advertiser," the "Telegram," which is owned by Mr. Bennett of the "Herald," the "Evening Sun," the "Daily News," "Evening World" and the "Daily Advertiser."

Among the great weekly journals are Harper's and Frank Leslie's, the latter owned by Mr. Arkell and Russell B. Harrison, who is the proprietor of "Judge." The other great comic papers are "Puck", "Life" and "Fun."

## THE RELIGIOUS PRESS

includes such papers as the "New York Independent," the first number of which was published December 1, 1848, and various other notable religious papers, including the "Advocate."

## ROBERT BONNER

is the founder of America's greatest story paper, the "New York Ledger." Born in the north of Ireland, not far from Londonderry, near the spot from which A. T. Stewart emigrated, Mr. Bonner arrived in New York in 1844, from Hartford, Connecticut, where he had learned the



printers' trade with the "Courant." He first entered as an employé of the "American Republican," then went with the "Evening Mirror," of which Morris, Willis and Fuller were the conductors, and soon gained control of a small paper known as the "Merchant's Ledger." He began to advertise his paper, and shortened the name to the "Ledger," Fanny Fern and Mrs. Southworth being two of his first contributors. James Gordon Bennett, Horace Greeley and Henry J. Raymond soon were added, together with Bryant, Morris, Saxe, the poet, Paul Morphy, Halleck, Bancroft, Cozzens, Willis, Prentice, Patton and other famous lights that have since gone out. Henry Ward Beecher was also a powerful writer for the "Ledger." As a consequence, this is considered the leading fiction journal of the country, its old policy always having been maintained even to the present, since the paper has become the property of Robert Bon-



BROADWAY FROM NINTH STREET, SHOWING GRACE CHURCH

ner's sons. Mr. Robert Bonner has been styled the king of the turf, his steeds comprising some of the best horses in the world. "Pocahontas" was one, "Dexter" another, with his 2:17 1-2 record. "Maud S." is still another.

### THE HOME JOURNAL,

founded by N. P. Willis, the poet, is the leading society journal of this city, and now the property of Morris Phillips.

The Jewish press is most powerfully represented in this city by the "Messenger." There are scores of notable magazines, among them being "Harper's," "Frank Leslie's," "Scribner's," "The Century," "The Metropolitan," "Belford's," etc., while the dramatic and musical world are supplied with the "Mirror," the "Dramatic News" and John C. Freund's "American Musician."

### THE NEW YORK HOTELS

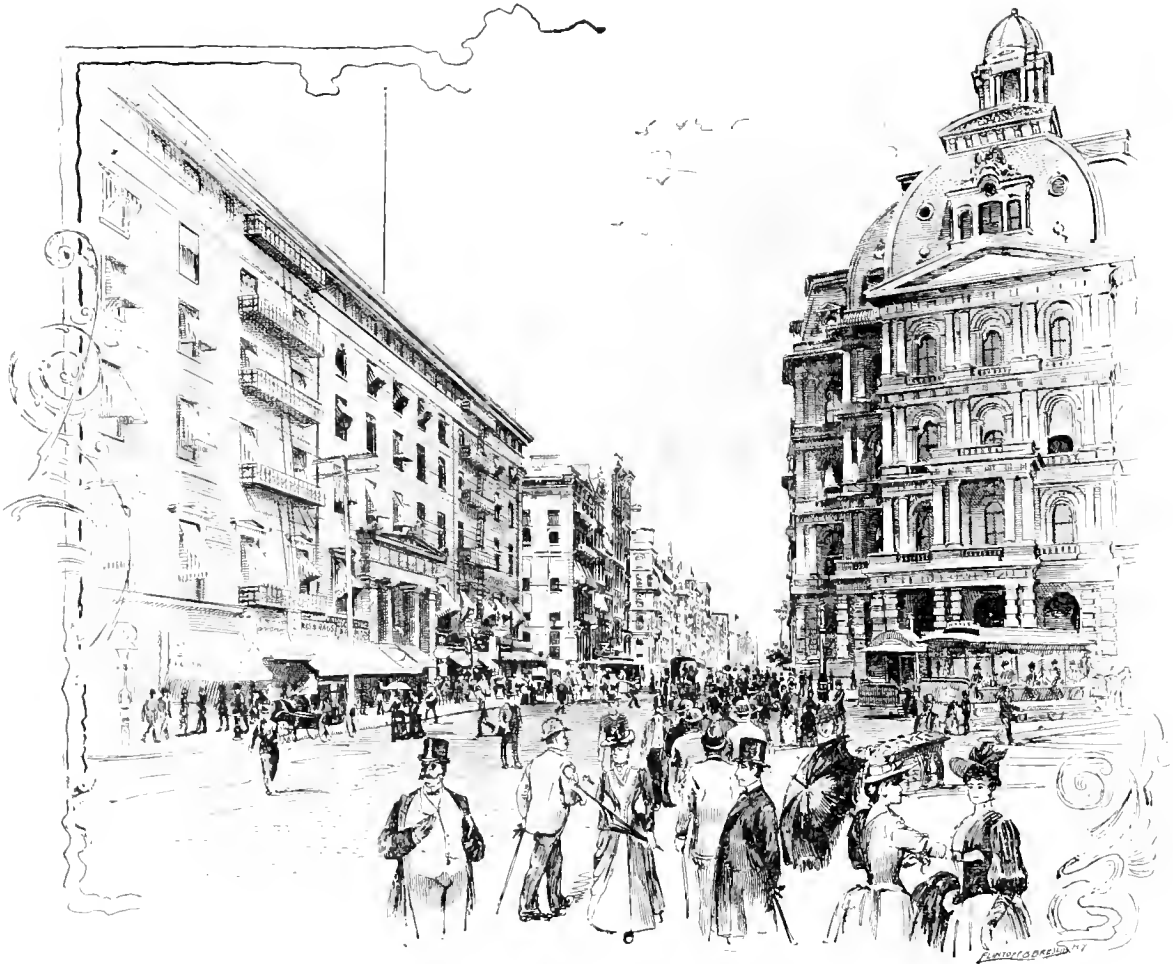
next claim attention as being among the most important of the city's public institutions, inasmuch as they determine the pulse of public activity. It goes without saying that the New York hotel system is the finest in the world, while her hostleries have no equal, either for architectural splendor or appointments, in the universe.

### THE ASTOR HOUSE

is the oldest first-class hotel in New York to-day, the house standing upon the spot where John Jacob Astor, its founder, lived during the greater part of his active business life. In the year of 1824, Mr. Astor surrendered this house to William B. Astor, his son. Mr. Astor's desire to build a hotel here was kept a secret, until he had bought up every lot upon the block, excepting a lot owned by John G. Costar, who refused to sell until Mr. Astor had agreed to submit the matter to arbitration. Each selected a friend, and they chose a third, with the understanding that Mr. Astor was to pay \$20,000 more than the valuation named by the three men. The matter was effected and on June 1, 1836, the Astor House was thrown open to the public. It was then considered as the wonder of the continent as far as hotels went. Besides, it was located at what was then the extreme northern limits of the business center of the city, and everybody argued that it was too far away to succeed. If some of those innocent, doubting Thomases could but creep back and take a peep at New York's eighteen miles of city and her nearly two millions of inhabitants, who can fancy what their sensation would be? True, at that period, Trinity Church was the center of the town's activity, and courting swains and lasses considered themselves in the wilderness, when they got as far out as the City Hall Park. The American Hotel where Lafayette was entertained, and the Washington, which is now occupied by the A. T. Stewart down-town store, were the only two hotels north of the Astor House. No person ever dreamed that the city would reach out her great arms and shove her head above the city hall: hence the front, upon which the populace was supposed to ever look, was made of marble, while the rear, which, those wise old knickerbockers said would never be seen, was built of freestone.



CENTRAL PARK—THE PILGRIM.



BROADWAY, SHOWING ASTOR HOUSE AND POST OFFICE.

The United States Hotel, at the corner of Fulton and Water Streets was built before the Astor, but its prominence has been sustained, from the very fact that it never was a head center, owing to its locality.

#### THE FIFTH AVENUE HOTEL

is one of most notable inns of the city, from the fact that it is the headquarters of the leading statesmen of America, as

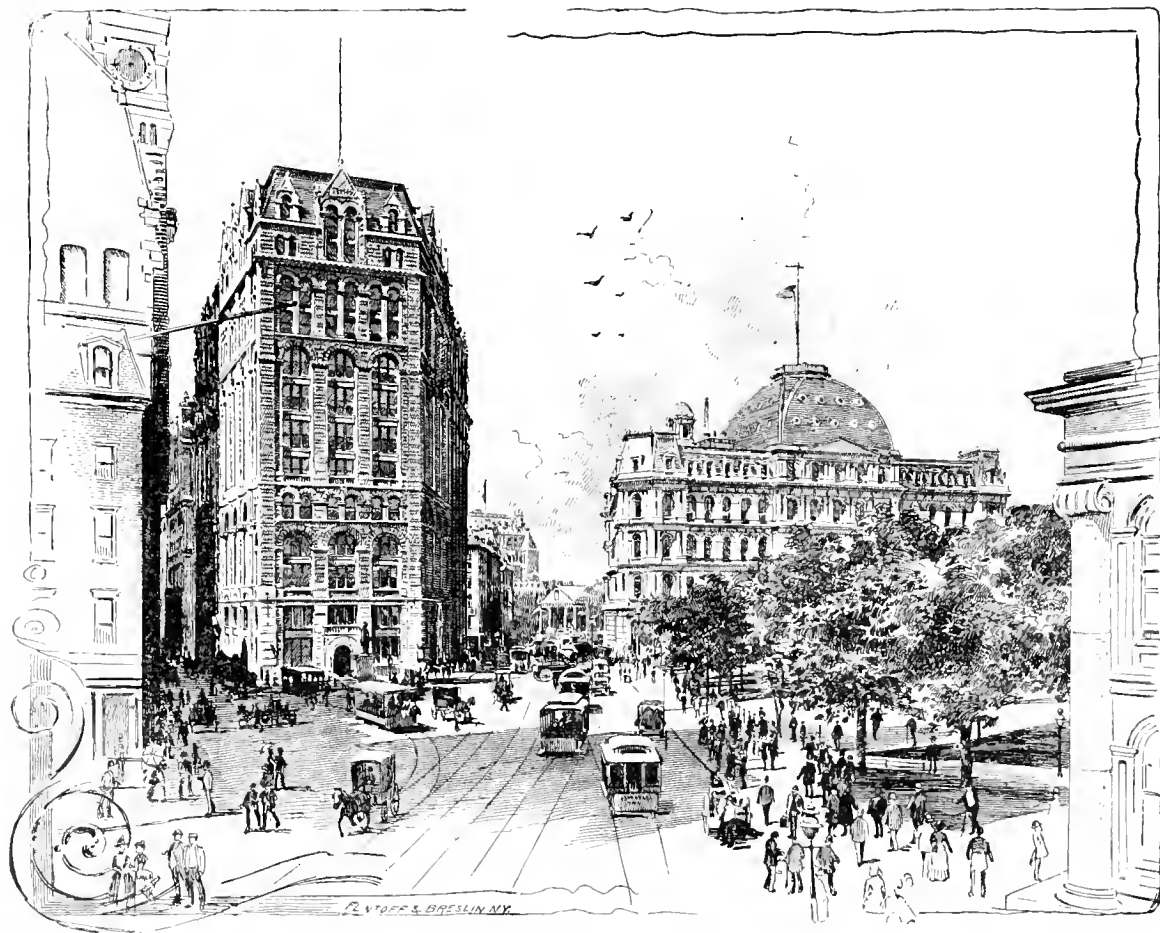
#### THE WINDSOR

is the destiny of all of the distinguished foreign visitors to New York. The total of New York's hotels which may really be called worthy of mention, is about one hundred twenty-five. The Hoffman, the Brunswick, the Park, the Sturtevant, the Coleman, the Albemarle, the Everett, the Belvedere, the St. James, the St. Denis, the New York, (a famous old landmark), the Grand Central, the Glenham, the Brevoort, the Royal, the Vendome, the Marlborough, the Gilsey, the Monopole, the Continental, the Union Square and Dam, the Morton, Earle's, the Gedney, Rossmore, the St. Cloud, the Buckingham, the Clarendon, the Grand, and the Lenox, are among the best known houses of long standing, while the grandest hotel in the world is the Imperial, at the corner of

Broadway and Thirty-second Streets. But the Plaza, at the Fifth Avenue entrance to Central Park is another wonderful building; to eclipse which, William Waldorf Astor is building the most mammoth hotel in the world at the corner of Fifth Avenue and Fifty-ninth Streets; while his other house at Fifth Avenue and Thirty-third Street is a near future certainty.

### THE CHURCHES

of New York are part and parcel of the city's grandest, wealthiest, best, most influential and most magnificent of all of her mighty institutions. Their congregations are extensive and generous; her ministers learned and eloquent, and her singers amongst the finest of America's musical artists.



"TIMES BUILDING" PARK ROW AND GENERAL POST-OFFICE.

There are more than three hundred fifty churches in this city, the oldest church society being Trinity, the original building (the present is the third) having been erected in 1697. In point of age of edifices, St. Paul's is the oldest, the corner-stone of this building having been laid in 1764. At the same time, Trinity Parish is the wealthiest corporation in New York, and all America.

### TRINITY PARISH

is of early origin, the land upon which Trinity Church now stands having been granted in 1697.

In 1705, it received a grant of lands between Vesey and Christopher Streets, which are now very valuable and return an annual rental of more than half a million dollars. This is used to good advantage, not alone in supporting the churches of the parish, but St. John's Guild and other charitable organizations. Trinity Church is picturesquely situated amidst that old and interesting cemetery, on Broadway, opposite to Wall Street. She has a proud daughter in her Twenty-sixth Street Church, near Broadway; and one of the finest cemeteries in the city is under her charge, bordering Tenth Avenue, near One Hundred-sixtieth Street. Trinity, the mother church, was built in 1697; destroyed by fire in 1776; rebuilt in 1788, and replaced by the present beautiful Gothic structure in 1846. Its steeple, which rises to a height of 284 feet, looks proudly down upon the commercial palaces in her midst that are so rapidly encroaching upon her skirts, which cover the slumbering bones of so many of the Revolutionary heroes.

#### ST. PAUL'S CHURCH

is one of the grand sights of interest in New York. It is not alone the oldest edifice, but located so closely to its sister, Trinity, it is one of the relics of colonial times.

#### GRACE CHURCH,

built in 1845, and the special and beloved charge of Bishop Potter, is one of the worthy children of old Trinity. Nor must dear old Dr. Houghton's "Little Church Around the Corner" be forgotten. The crowning stroke of the Church of England in this country will be the building of that grand Cathedral, in the vicinity of Harlem. The society will build for Time, and an edifice will be erected that will eclipse any cathedral in the United States. Calvary Church, in Fourth Avenue, is the old worship house of A. T. Stewart. St. Bartholomew's Church, in Fifth Avenue is the swell Episcopalian temple of the city. One of the largest churches in America is Calvary M. E. Church, just dedicated. It is located at Seventh Avenue and 129th Street, and was completed at a cost of \$200,000. It has a seating capacity for 2,500 persons. Dr. Deems' Church of the Strangers in Mercer Street is one of the most interesting points to visit. Then there is the high St. Ignatius Church, in W. Fortieth Street, a Church of England congregation, with a service almost as high as that of the Catholic. The grand Fifth Avenue Cathedral is the great American Catholic center. This is one of the finest pieces of architecture in the world. Among the Baptist churches, that of Dr. Dixon in E. Twenty-third Street is attracting the greatest notice. The Jewish congregations are among the most noticeable in this city, the highly swell synagogue being that of the Temple Emanuel-El, at No. 521 Fifth Avenue.

#### THE COLLEGES

of New York are among the foremost institutions of learning in the world. The oldest school of this sort is Columbia College, which was founded in 1754. It was endowed with a large estate and is one of the wealthiest and most prosperous educational institutions in the world. All branches of learning are taught here, notable among which is law. The college is a fine looking and commodious series of buildings, located between Forty-ninth and Fiftieth Streets and Madison and Fourth Avenues.

Another fine college is the University of New York, which has in connection with it a finely conducted medical school.

#### COOPER INSTITUTE

is one of the greatest blessings that has fallen to the lot of New Yorkers. This massive brownstone building at the junction of Third and Fourth Avenues, was built in 1857, by the late Peter Cooper, at a cost of \$630,000. He endowed it with \$150,000 and opened a large free reading-room and library, which have probably been more liberally patronized than any other institution of the kind in the city. There are also free schools for instruction in the

sciences and fine arts. In the basement is a large hall, in which courses of free lectures are given on travels, science, philosophy, etc. The library contains a full set of patent office reports and over 20,000 volumes of useful literature.



THE STOCK EXCHANGE, BROAD STREET.

The other colleges of New York include the Academy of the Holy Cross; Academy of the Sacred Heart; College of the City of New York; Eclectic; General Theological Seminary of the Protestant Episcopal Church; the Hahnemann Homoeopathic; Home of the Evangelist; Manhattan; Women's Medical College (a noble institution); New York College of Dentistry; New York Free Medical College for Women, (another grand school); College of Pharmacy; College of Physicians and Surgeons; Rutgers' Female College; St. Francis Xavier's; Union Theological Seminary; University of the City of New York and the Veterinary College.

## THE CITY CLUBS

are among the most necessary and great institutions of this city. The wealthiest of all of these clubs is the Manhattan, which has recently moved into the A. T. Stewart palace at the corner of Fifth Avenue and Thirty-fourth Street. Next, in point of swelldom comes the Union Club, Fifth Avenue and Twenty-first Street; then comes the great Union League, which is the stamping ground of the republican hosts, as the Manhattan is of the democratic. The other clubs, which are legion and increasing every year, include in their number the Century; Lamb's (actors); Lotos; Merchant's; New York Press; New York; Racquet; Bullion; Calendonian; Woman's Press; Sorosis (female); Century; Down Town; Coney Island Jockey; Harmonie; Jockey; Knickerbocker; Radical; La Armonia; Liederkrantz; St. Nicholas; University; and Turf.

No city in the world has so many



BIRD'S EYE VIEW OF LOWER NEW YORK, SHOWING THE BROOKLYN BRIDGE.

## GRAND THEATERS

as New York, barring, of course, London and Paris. The number of first-class houses is twenty-seven—the variety houses, music halls and dime museums adding about twenty-five more to this list of places of amusement. The latest house to be added to the list is Harrigan's new theater in W. Thirty-fifth Street, a grand and beautiful piece of architecture. To this house we must add the following: Metropolitan, Union Square Theater, Columbus Theater, Daly's Theater, Grand Opera House, Herrmann's Theater, Harlem Opera House, Casino, Lyceum Theater, Standard Theater, Tony Pastor's, New Park Theater, Proctor's Theater, Amberg's Theater, Niblo's, Four-



teenth Street Theater, Windsor Theater, Garden Theater, Bijou Opera House, Palmer's Theater, Star Theater, Madison Square Garden, Broadway Theater, Fifth Avenue Theater, People's Theater, Academy of Music. Other places of amusement are the Eden Musee, and Music Hall just opened, presented to the city by Andrew Carnegie. There are a number of Art Galleries to visit, among these being the Fifth Avenue and the American.

### THE HOSPITALS

are among those grand institutions that enlist the wide sympathy of the public; and to what extent, may at once be read in the quick response when any request is made for funds to carry on the good work. The busy hospitals of this city include the Chambers Street; the New York; the Roosevelt; St. Luke's; the Hahnemann; the Jewish Hospitals; St. Mary's; the Woman's Hospital and Bellevue, in New York; besides the great institutions on Ward's, Randall's and Blackwell's Islands, in the East River, including the Typhus Fever and Smallpox Hospitals; the Blind Asylum; Charity Hospital; The Female Lunatic Asylum; and the Almshouse. One of the most worthy institutions that an attempt is being made to establish, is one

where indigent and incapacitated school teachers may be cared for. The grand and successful fair held at the Lenox Lyceum, in December, 1890, which resulted in the accumulation of a fund of \$50,000 was a most admirable start. The effort will, however, be extended to raise the amount to \$100,000 as there are already forty teachers who are dependent upon the fund, and as not less than \$600 per year will meet the demand in each case, the annual outlay for this cause is at least \$24,000 every twelvemonth. In addition to the institutions named, there is hardly a church but has its charge of one sort or another. There are also scores of guilds to say nothing of the free soup kitchens and the newsboys homes, free lodging houses, etc.; and it is a blessed thing to contemplate that no matter who the person is, he or she need not go without food or shelter in this great city, as either, or both, may be had for the mere asking, and if failing to ask is failing to receive, then it is the fault of the sufferer.



ADMIRAL FARRAGUT—MADISON SQUARE.

### THE CITY PRISONS

of New York are undoubtedly the most extensive of any in this country. Of course the great historical prison is the Tombs, in Centre Street—a dull, low, gloomy Egyptian pile, something after the style of the Bank of England. Behind the massive walls of the Tombs, some of the most noted American criminals have lingered. The structure is built

of white granite and was erected under a resolution of the Common Council passed in the year 1835. The original appropriation was \$250,000. The end that the Tombs serves, are those of a





BROADWAY, SHOWING THE HOFFMAN HOUSE AND WORTH MONUMENT.

jail and a house of detention. The cells, which are small, are lighted by an oblique cut in the wall, which prevents the common prisoner from looking out. The Tombs is the sure destination of New York rowdiness, and many a young hoodlum who attempted to run his course in the face of the law has wound up here, not alone in a cell, but by an ignominious death upon the gallows, for prior to the law compelling the death penalty to be meted out by electricity, all criminals sentenced to death in New York were hanged here. Even as great a scoundrel as Tweed was incarcerated here, until removed to Ludlow Street Jail. Within the Tombs is a court room, where the preliminary examination of murderers and all other criminals is heard. From this court room many a man and woman is hurled across the river to "The Island" to "do time" in lieu of a fine. Blackwell's Island, where the Penitentiary and work house are located, is fed from the Tombs, the Essex Market Court, Jefferson Market Court and the other districts over which the Police Justices preside.

#### LAYING ASIDE POLITICAL PREJUDICES,

One of the proudest institutions of New York, is her grand

## POLICE FORCE

which is rightly characterized as "The Finest." It has truthfully been said that "no city in the world, has a police force which in efficiency, discipline and character, equals that of New York." This great institution, however, was by no means built up without an effort and numerous experiments; changes and years of effort only served to perfect the system.

Prior to the year of 1844, a force of men known as

## OLD LEATHER-HEADS

guarded the city in the lamp-lighted districts. Their numbers were recruited from laborers, stevedores, cart drivers and porters, who did not constitute a regularly organized force, but undertook their labors out of a sense of duty of self-protection. Their head-gear consisted of a leather hat after the style of the old firemen's cap without a front piece. This was made of leather—hence the names of the wearers, Leather-heads.

## A UNIFORM REFORM

was effected under Mayor Westervelt and Recorder Tilton, and soon the force appeared in regulation garb. The Metropolitan Police system was soon effected, with Captain Pilsbury as Superintendent of the force. In 1860, John Alexander Kennedy was made Superintendent. The rapid growth of the force has been most marvelous. To-day "the finest" is recognized as a power in this city and under the wise officership of Superintendent Murray, every criminal stands in mortal terror of the police baton. There are at present about two thousand five hundred well-drilled, noble looking fellows in the ranks; and their annual march up Broadway, together with the efficient company of mounted police, is a spectacle grand and imposing. The force is governed by a Superintendent, and a Board of Commissioners and inspectors under which come the captains, sergeants, roundsmen, and patrolmen.

## THE DETECTIVE FORCE,

under the firm hand of Inspector Byrnes, is one of the most perfectly conducted institutions of the world. This system was introduced at the time that the Metropolitan Police Force was organized, the number then comprising what were known in Mr. Matsell's day, as "SHADOWS." The plan was modeled after the London Detective, or Scotland Yard system. In 1857, the force was first increased to twenty-five men, with Captain Young as their Chief. The terror to criminals in those days was Jacob Hays, High Constable of New York, commonly known as "Old Hays," and lucky was the man who escaped his clutches, if suspected of any crime. The detective force of New York to-day is one of the most completely organized institutions in the world and has no superior. The headquarters of the chief is in Mulberry Street, the central quarters of the Metropolitan Police Force. The men and women engaged in ferreting out crime after the "shadow" fashion embrace some of the cleverest detectives in the world and here every man with a stain upon his name is marked from the moment he enters the city and never makes a move that is not known by some one or more of Inspector Byrnes' men. There are criminals who are not permitted to cross a certain down town line unless they gain the permission of the detective chief. These are criminals who are known as "limit men," as they are kept within the limits, their visits to the money precincts of the lower city being suspected of bearing a significance upon future safe-cracking expeditions.

A grand set of fellows are known as

## "BERGH'S MEN,"

these being the guardians along the streets and avenues who look after the interests of that great institution, the Society for the Prevention of Cruelty to Animals. Many is the brutal driver whom these police have sent to a well-deserved cell, and the amount of good they do cannot be over estimated.

## THE NEW YORK FIRE DEPARTMENT

next claims attention, standing as it does among the greatest and most necessary of all of the institutions of this city. The history of an association to get the better of the fiery elements by an organized force of men dates back to 1648, at the time that Petrus Stuyvesant, "the one-legged Dutchman," as they named him, was the director of New Amsterdam. These men possessed merely a few buckets and hooks and fought the flames as best they might when occasion demanded. However, in 1731, a real fire engine house was improvised and the dignity of the fire force imported of two London. They were which prevailed un- five years ago. 1731, until 1850, gress made in the fires. The first de- insurance compan- they were entitled The office of

## FIRE

was established in penses being paid companies. In 1848, built a fire engine, cumbersome and doned. The intro- ideas and improve- opposed at this time 1856 that the Com- two engines to be November 27, the ies presented the Company with an there were eleven order. Those were when the boys "run and upon the ar- peting companies, drop their work and fight out their fac- aided and egged on and hangers on borhood. By 1864, there were twenty-seven engines in operation.



THE OSBORNE FLATS  
FIFTY SEVENTH STREET AND SEVENTH AVENUE.

was elevated by the fire engines from of the hand style til about twenty- From the year of there was little pro- mode of quenching mand came from the ies, who felt that to more protection.

## MARSHAL

June, 1854, the ex- by the insurance Paul Hodges had but it proved too had to be aban- duction of new ments was seriously and it was not until mon Council ordered built. In 1859, insurance compan- Exempt Engine engine. In 1861, engines in working the good old days, with the machine " rival of two com- "the boys" would while the fire raged, tional prejudices, by the hoodlums about the neigh-

## THE PAID FIRE DEPARTMENT,

which swept the romantic past from beneath the feet of the Harry Howards and other good, old-time fellows, was established by an act of the legislature, March 3, 1865. The act which was fought against rigidly, was pronounced constitutional by the Court of Appeals, June 21, 1865, and the paid Metropolitan Fire Department became a reality. Names of old volunteers to the number of 3,810 were sponged from the tablet of the past and the Governor appointed a Board of

Fire Commissioners in the persons of Charles C. Pinkney, James W. Booth, Martin Brown and Philip W. Engs.

To-day, the New York Fire Department has not its equal in the world. The force constitutes a small army of the best disciplined men, brave, noble fellows, whose only action is strict obedience to duty. The horses are the best trained in the universe and the engines and fire-fighting paraphernalia the most complete. The force is the admiration of New York and together with the police force, it holds first place in the estimate of the people.

#### A GRAND MONUMENT

to the past rests in Eighth Street, near Fourth Avenue, the headquarters of the Veteran Firemen's Association. It is a floor 25 x 100 feet, and constitutes a club, of which the members comprise the surviving volunteer firemen and their sons. One of the great characters of this place is Harry Howard, the whilom Chief of the Volunteer Department.

The club room is a veritable museum, crammed from one end to the other with old-time firemen's trophies, helmets, hooks, buckets, medals, ladders, flags, badges, uniforms and the relics of the good days gone by. Here the survivors meet and talk over old times and call up the memories over which the rushing, racing Present has tried to drop its curtain. But the mind of these old fellows will, somehow or other, bowl down through Time's long alleys and bump up against many an incident that jars the mist of sorrow to the eyes. All glory to "the boys who run with the machine." Although now "hors de combat," the old fellows talk over their early battles against the elements to their sons, and when the day comes for them to say "hic jacet" father, the sons will no doubt keep alive the incidents that have occurred by relating the wonderful tales to their children as they gather about the fireside.

Alas! how the good old days make our hearts long for their return once more, when New York was the romantic Gotham, and our fathers made history for their sons to chat and marvel over!

#### THE POSTAL SYSTEM

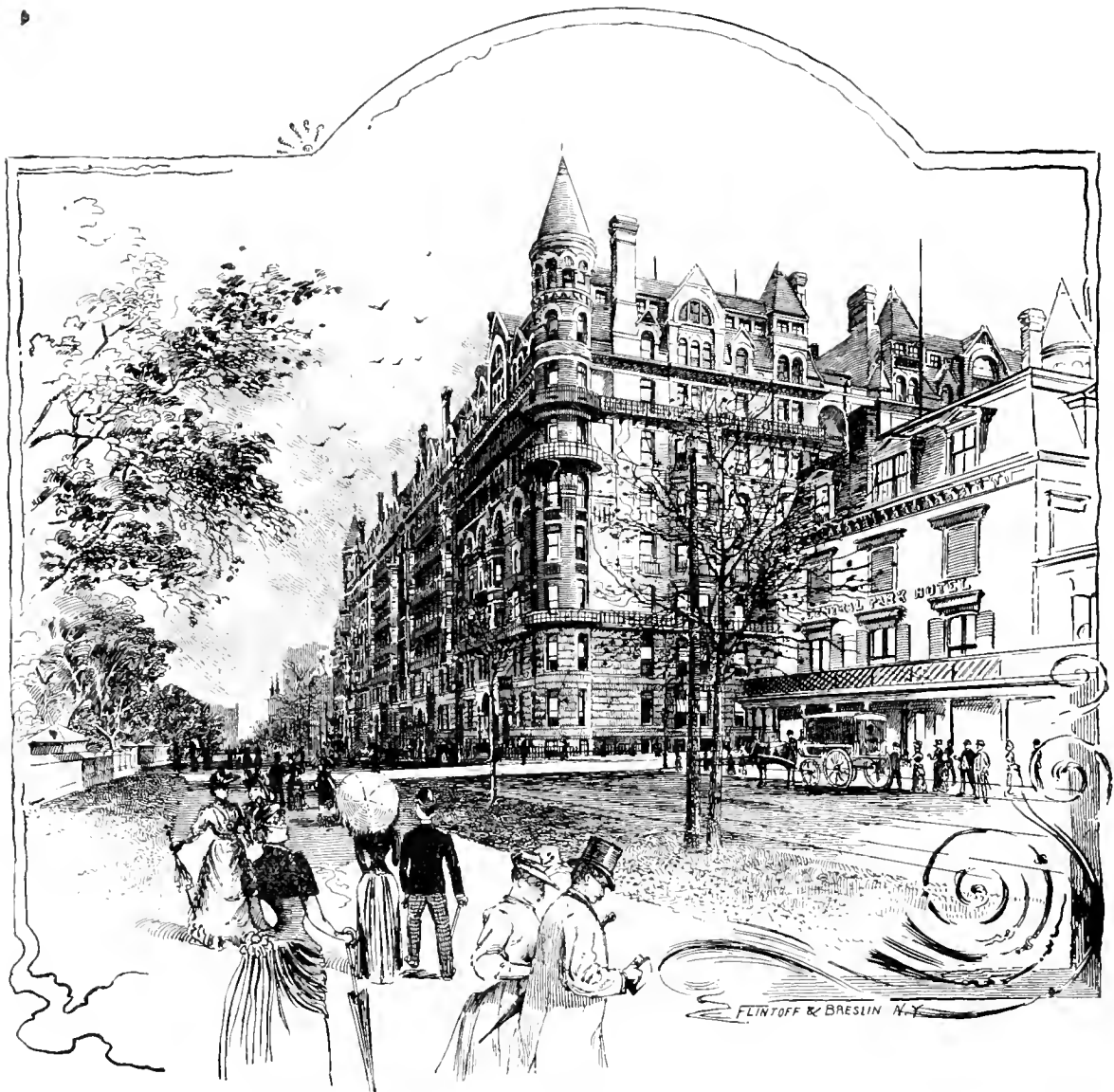
of New York deserves especial notice, particularly under the present efficient rule of Postmaster Cornelius Van Cott. Every New Yorker remembers the old Post Office, that shattered, lame building, formerly the old Dutch Church, in Nassau Street, where now stands one of the largest insurance buildings in the world. The removal of the Post Office department to its present home, on the night of August 28, 1875, was a noble and needed action upon the part of the government. The system that is now in vogue is as perfect as brains and patience can make it. The only wonder is that the millions of letters daily handled, all, or at least the majority of them, find their way to the person for whom they are intended. All praise is due to the

#### FAITHFUL POSTMEN

who carry our missives, and to them must be traced the backbone of the success of the present postal system. The head post office is aided by the various stations throughout the city, where the mail is distributed and delivered according to districts. There are, however, three vast opportunities for improvement in the mail system, one of which London possesses and two of which belong to Philadelphia. The first, as applied to London, consists of the use of a low-sized cart with horse attached for the postman's use in the suburban districts. Or, indeed, even this might be done away with, provided the Philadelphia plan were substituted, and that is the use of a series of wagons to convey the postmen from head post office and the stations to their various starting points of distribution. The other improvement, and a great time and labor-saving institution it is, comprises the manner of depositing mail. In Philadelphia, the various points are designated at the letter-drops. Thus, all the letters for New York are

dropped, by the writer, into the box labeled "New York," and so on; the states and important sections are intimated so that the post office clerks are relieved of nine-tenths of their burden by the courtesy of the public.

In London, the postman delivers the great bulk of parcels—such commodities go by what is known as



CENTRAL PARK FLATS.

### THE PARCELS POST

It is owing to the fact that the postmen in New York are not expected to do this line of work and also that deliveries are not frequent enough, that a great enterprise known as

## THE MESSENGER SERVICE

has grown into popular liking; but with all of its drawbacks, the messenger service of this city is a welcome innovation. In Stockholm, Sweden, as is the case in some of the American towns, the old soldiers serve as messengers. But there is no plan, aside from the London Parcel Post system, that equals the system in vogue in New York. The lads, in conjunction with the local telegraph and telephone facilities, render the sending of dispatches and parcels a comparatively speedy mode of rapid transit. And when New Yorkers can devise a plan that will send their bodies and souls from Yonkers to the Battery in as quick space of time as the pneumatic tube now carries a message from the Herald's Twenty-third Street branch to the head office, they will, no doubt, be on the road to satisfaction.

New York is practically the cradle of

## TELEGRAPHY

in America. Professor Morse, the inventor of the great system, was a native of Charlestown, Mass., and the son of Dr. Morse, a New England clergyman. The year of 1832 found Professor Morse in Havana, and on his voyage to New York he heard a Boston physician relating some great discovery that had been made in electricity. "If these statements are true," replied Professor Morse, "and such discoveries have really been made, then I can send a message by lightning around the world." He needed funds, and Jacob Little, at that time the great bear of Wall Street, gave him \$100 to help him along in his discoveries, although Mr. Little, like the majority of other persons, had no faith in the experiments. At length, Mr. Butterfield, of Express Company note, was found to be a firm believer in the future possibilities of Professor Morse's tests. He came to his aid.



METROPOLITAN OPERA HOUSE.

The government finally agreed to help him out to the extent of building a test line from Washington to Baltimore, with the understanding that if a message could be sent and received back again, more money would be forthcoming. The world knows the result.

## PROFESSOR MORSE,

who had made the lightning talk, was held up as an idol, and his name to-day is graven upon the highest point of the tablet reserved for great men.

Three lines of telegraph wires followed upon the heels of Professor Morse's successful experiments. The most prosperous was the American, which has outlived all competitors and to-day is owned chiefly by one of the wealthiest men in the world, the plant being known as

## WESTERN UNION

Telegraph Company. Millions of capital are employed; thousands of offices are sustained all over the United States; and these connect with the great cable and Canadian telegraph lines. Thousands upon thousands of men and women are employed.

It is a satisfaction to know that the persons who first scouted Professor Morse's ideas, were also foremost in their praise, and it is gratifying to see the monument of this great man among the others in Central Park. He died as he lived—a grand, a great, a good man, and one whose name is honored throughout the world.

#### LOCAL PASSENGER TRAFFIC

in this city forms one of the greatest and most important subjects in connection with New York's history. As the city lengthens, the traveling facilities grow more cramped, year by year, while it is a fact that the great suburb of Harlem is indebted for its existence to the elevated railway system, it is equally true that other lines of rapid transit are necessary, and these in the near future, too; for otherwise, New York, which is growing at the rate of 80,000 persons per year, will soon be in a deplorable condition, unless her methods of travel are extended. According to the latest published official advice, travel on the elevated railways is increasing at the rate of 9,000,000 or 10,000,000 passengers a year. The travel on some of the surface lines is not increasing at all, but is decreasing.

The elevated roads in 1888 carried 171,529,789 people, in 1889 they carried 179,497,433.



FOURTEENTH STREET, LOOKING WEST FROM BROADWAY.

The ferries of this city are the water-bridges over which at least five millions of souls pass every day of the year, the most liberally patronized ferry being probably the one that runs out from Cortlandt Street; although prior to the building of the Brooklyn bridge, the Fulton Street ferry was the most extensively patronized in the world. There are at least from the various twenty-eight lines plying across the North and East Rivers, down the bay to the Islands and Annex points.

From the one hundred thirty-three piers and docks surrounding the city, the great ships and freight carriers ply in and out, the location of the piers being found in the following order.

## NORTH RIVER.

OLD. No.	NEW. No.	OLD. No.	NEW. No.
1	Battery Place.	36	North Moore Street.
2, 3	Battery Place and Morris.	26	Beech Street.
4	Morris.	38	Hubert Street.
5, 6, 7	Morris and Rector Streets.	39	Vestry Street.
8	Rector Street.	40	Watts Street.
9, 10	Rector and Carlisle Streets.	42	Canal Street.
11	Carlisle Street.	34	Canal Street.
12	Albany Street.	35	Spring Street.
13	Albany and Cedar Streets.	36	Spring and Charlton Streets.
14	Cedar Street.	37	Charlton Street.
15	Liberty Street.	38	King Street.
16	Liberty and Cortlandt Streets.	39	West Houston Street.
17, 18	Cortlandt Street.	40	Clarkson Street.
19	Cortlandt and Dey Streets.	41	Leroy Street.
20	Dey Street.	42	Morton Street.
21	Fulton Street.	43	Barrow Street.
22	Fulton and Vesey Streets.	44	Christopher Street.
23	Vesey Street.	45	W. Tenth Street.
24	Vesey and Barclay Streets.	46, 47	Charles Street.
25	Barclay Street.	54	Perry Street.
26	Barclay and Park Place.	55	W. Eleventh Street.
27	Park Place.	56	Bethune Street.
28	Murray Street.	57	Horatio Street.
29	Warren Street.	58	Gansevoort Street.
	20 Chambers Street.	59	Bogart Street.
	21 Duane Street.	60	Bloomfield Street.
33	Jay Street.	61	Little Twelfth Street.
34	Harrison Street.	62	W. Thirteenth Street.
35	Franklin Street.	63	W. Fifteenth Street.

## EAST RIVER.

No.	No.
1, 2	Whitehall Street.
3, 4	Moore and Broad Streets.
5	Broad and Coenties Slip.
6, 7, 8	Coenties Slip.
9, 10	Coenties Old Slip.
11, 12	Old Slip.
13	Old Slip and Gouverneur Lane.
14	Jones' Lane.
15, 16	Wall Street.
17	Pine Street.
18	Maiden Lane.
19	Fletcher Street.
20, 21	Burling Slip.
22	Fulton Street.
23	Beekman Street.
24	Beekman and Peck Slip.
25, 26	Peck Slip.
27	Dover Street.
28	Dover and Roosevelt Streets.
29	Roosevelt Street.
30	Roosevelt and James Slip.
31, 32	James Slip.
33	Oliver Street.
34, 35	Catherine Street.
36	Catherine and Market Streets.
37, 38	Market Street.
39	Market and Pike Streets.
40, 41	Pike Street.
42	Pike and Rutgers Street.
43, 44	Rutgers Street.
45	Rutgers and Jefferson Streets.
46	Jefferson Street.
47	Jefferson and Clinton Streets.
48	Clinton Street.



49	Clinton and Montgomery Streets.	62	Stanton Street.
50	Montgomery Street.	63	Third Street.
51, 52	Gouverneur Street.	64	Fifth Street.
53	Jackson Street.	65	Sixth Street.
54	Corlears Street.	66	Seventh Street.
55	Cherry Street.	67	Eighth Street.
56, 57	Broome Street.	68	Ninth Street.
58, 59	Delancey Street.	69	E. Tenth Street.
60	Rivington Street.	70	E. Eleventh Street.
61	Rivington and Stanton Streets.		

### THE SHIPPING INTERESTS

of New York are taken up by more than thirty lines of steam-boats and other vessels, the majority of the lines being owned by foreign syndicates, chiefly English. It is such a rare sight to see an American flag floating from a ship's mast in the New York port, that a stranger, upon approaching by way of the harbor, might easily fancy New York to be any other than an American city. The thirty lines represent at least one hundred fifty vessels. Of course these include the foreign and domestic traffic and freight boats and do not embrace the endless number of sailing vessels, tugs, etc., and the white-winged yachts that one sees skimming about or anchored in the bay.

### THE RAILWAY LINES,

entering this city direct or by means



CENTRAL PARK—THE DEER-SLAYER.



CENTRAL PARK—BEETHOVEN.

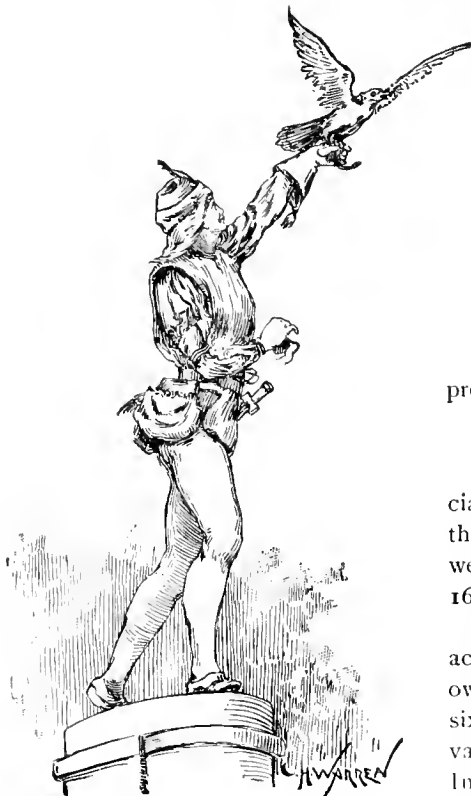
of ferry connections, are in the neighborhood of twenty-five, over which hundreds of trains are run every day. The teeming suburbs are every morning drained and again filled up at night with business men who "sleep out of the city," and during the day, elbow the great crowds in their eager rush for power, wealth, competition and su-

premacy.

### THE REAL ESTATE HISTORY.

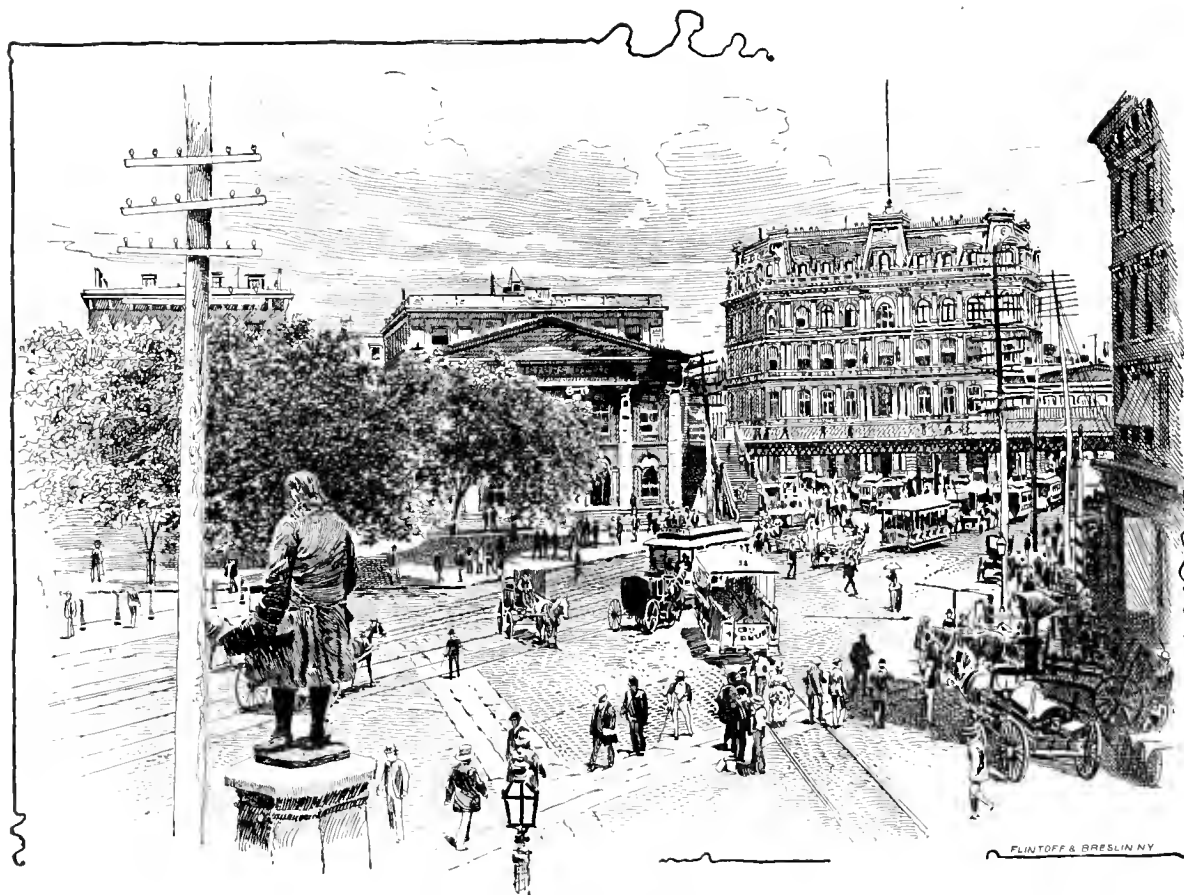
The land upon which we live forms the basis of all financial and commercial transactions. It is but proper, then, in this condensed history of New York's mighty growth and wealth, to give a review of the rise of property from the year 1609, until the present date.

In May, 1626, the island of Manhattan, with its 22,000 acres of rolling green fields and rocks was sold by the Indian owners to Peter Minuit, then director of New Netherland, for sixty guilders, or about \$24.00. In 1693, the first authoritative valuation of city property was given at £78,231—or \$379,420. In 1805, the valuation was placed at \$25,645,867; in 1825, it was \$101,160,046; in 1835, \$218,723,703; in 1845, \$239,995,517;



CENTRAL PARK—THE FALCONER.

in 1855, \$486,998,278; in 1860, \$577,230,956; in 1865, \$608,784,355; in 1870, \$742,202,525. In the year of 1853, the land covered by Central Park was estimated at \$5,398,695. To this plot, \$1,658,395 worth of land was purchased, and to-day the Central Park area stands the city in a total cost of seventeen millions of dollars. At the Real Estate Exchange, one of the mighty institutions of this city, the weekly real estate transactions reach the stupendous sum of \$2,000,000.



PARK ROW, SHOWING FRANKLIN MONUMENT, CITY HALL PARK, ETC.

#### ASSESSMENT UPON REAL ESTATE.

The number of pieces or plots of real estate assessed in 1881 was 152,630; in 1882, 152,211; in 1883, 152,182; in 1884, 156,333; in 1885, 159,432; in 1886, 161,617; in 1887, 161,334; in 1888, 161,572; in 1889, 161,402; and in 1890, 161,507.

During the times the books were open, from the second Monday in January to the 30th day of April, to receive applications from parties considering themselves aggrieved by assessments upon their real property, there were received, in 1881, 2,478 applications; and during the same period in 1882, there were received 1,262 applications; in 1883 there were received 1,133 applications; in 1884 there were received 910 applications; in 1885 there were received 1,511 applications; in 1886 there were received 907 applications; in 1887 there were received 637 applications; in 1888 there were received 625 applications; in 1889 there were received 559 applications; and in 1890 there were received 680 applications.

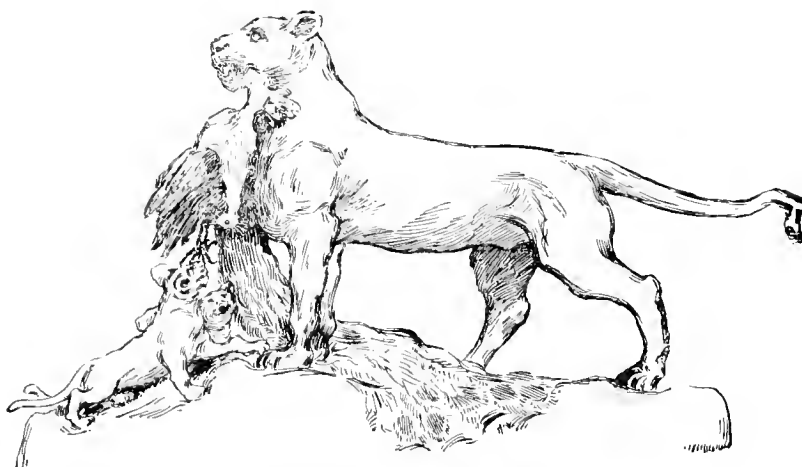
## TOTAL NUMBER OF ASSESSMENTS.

	1888.	1889.	1890.
Number of Pieces of Real Estate.....	161,572	161,402	161,507
Number of names on Personal books.....	13,188	14,715	13,890
Number of Shareholders of Banks.....	22,262	21,073	20,977
Corporations.....	994	1,208	1,320
Total Number of Assessments.....	198,016	198,398	197,694

## MAGNIFICENT SUMMER RESORTS.

At a figure which may be called a mere pittance, upon the most sultry August day, when the very stones of the streets seem to be the bed of a bake oven, the New Yorker may hie himself to the most delightful woods or the waters' edge, and for a few pennies, enjoy the most delicious surroundings in the universe. He does not have to be rich to do this. The poorest laborer and his family can enjoy

the luxury, and that is what makes it all the more delightful—it is a balm to one and all; to the sickly, the poor, the wee orphans and the poverty-chained mother with her puny babe in arms. And if she cannot afford to spare the mite, the Fresh Air Funds will give her and her babe the opportunity, free of charge. When the summer months come, the whole city looks forward with joy to the delights of Glen Island, Staten Island, Coney Island, Fort Lee, the dozens of wooded retreats, the up-the-Hudson jaunts, Long



CENTRAL PARK—LIONESS AND CUBS.

Branch, Long Beach, Far Rockaway, Rockaway, the fishing banks; and if one wishes a further jaunt, the Catskill Mountains are but four hours away. These advantages combine to make New York most favored of all the cities in the supply of shady, cool nooks and seaside resorts.

## NEW YORK AS A COMMERCIAL CENTER

is a subject which appeals to all men as one of wide and vital importance. This heading embraces the industrial and manufacturing interests of the Metropolis of the United States. It was not until the year of 1821 that a reliable mention or summing up of the commerce of New York was noted. From that year until 1831, New York's foreign commerce reached one half of the total carried on in this country. There were importations to the amount of \$36,337,956 brought in at this port, of which ninety-five per cent. were credited to New York. The exports during these ten years were \$8,797,218; the domestic exports amounted to \$12,786,118, which brought the entire foreign commerce up to \$57,921,292, from 1821 to 1830. In the year of 1845, New York had 371,223 inhabitants. Her city debt amounted to \$12,681,750. There were eighty-five persons employed in the post office here. Jump again to the year of 1874. From 1821 to this period New York had done \$8,276,351,185 in foreign commerce. She had about 7,700 manufacturing establishments, in which over \$131,000,000 was invested. Over \$350,000,000 worth of wares were produced, in which about \$180,000,000 worth of material had been used, while about \$65,000,000

was paid in wages. There were \$395,133,622 in imports; \$14,633,463 in exports of foreign products; and \$340,360,269 in domestic exports, or a total of \$750,127,354 in foreign commerce—this in 1874. By the year 1889, the imports amounted to \$494,814,556; and the foreign exports reached \$336,784,763. The annual exports of breadstuffs through this port since 1887, amount to about \$127,000,000. There are annually exported, chiefly through New York, 29,835,000 barrels of oil, or over 671,000,000 of gallons.

One of the great features of this city is her markets. As far back as 1801, these markets were notable centers for sellers and buyers. The Oswego Market at the head of Maiden Lane, was one of the earliest; then came the Exchange Market, at the foot of Broad Street. In 1813, that which is now known as Washington Market, was then called the Hudson, or Bare Market. In 1822, the Fly Market first spread over the place now occupied by Fulton Market. The Jefferson and the Essex Markets are of more recent date, while the market near W. Sixty-fifth street is the latest institution of this kind. The Tompkins Market is a noted place and there are others of lesser magnitude. So, taken all in all, New York is one of the best supplied cities in the world.

### THE GROWING BUSINESS PLACES

are monuments to modern, commercial and industrial activity. All over the city these structures are arising, until by the time fifty more years shall have rolled around, New York, with her four millions of people, her great houses of commerce and her colossal fortunes, will be the second city in the world in numbers, wealth and importance.

There can be no complete history of a city written, without including, also,

### THE FINANCIAL SIDE

of life: a feature in which no city in the world is more prominent than New York.

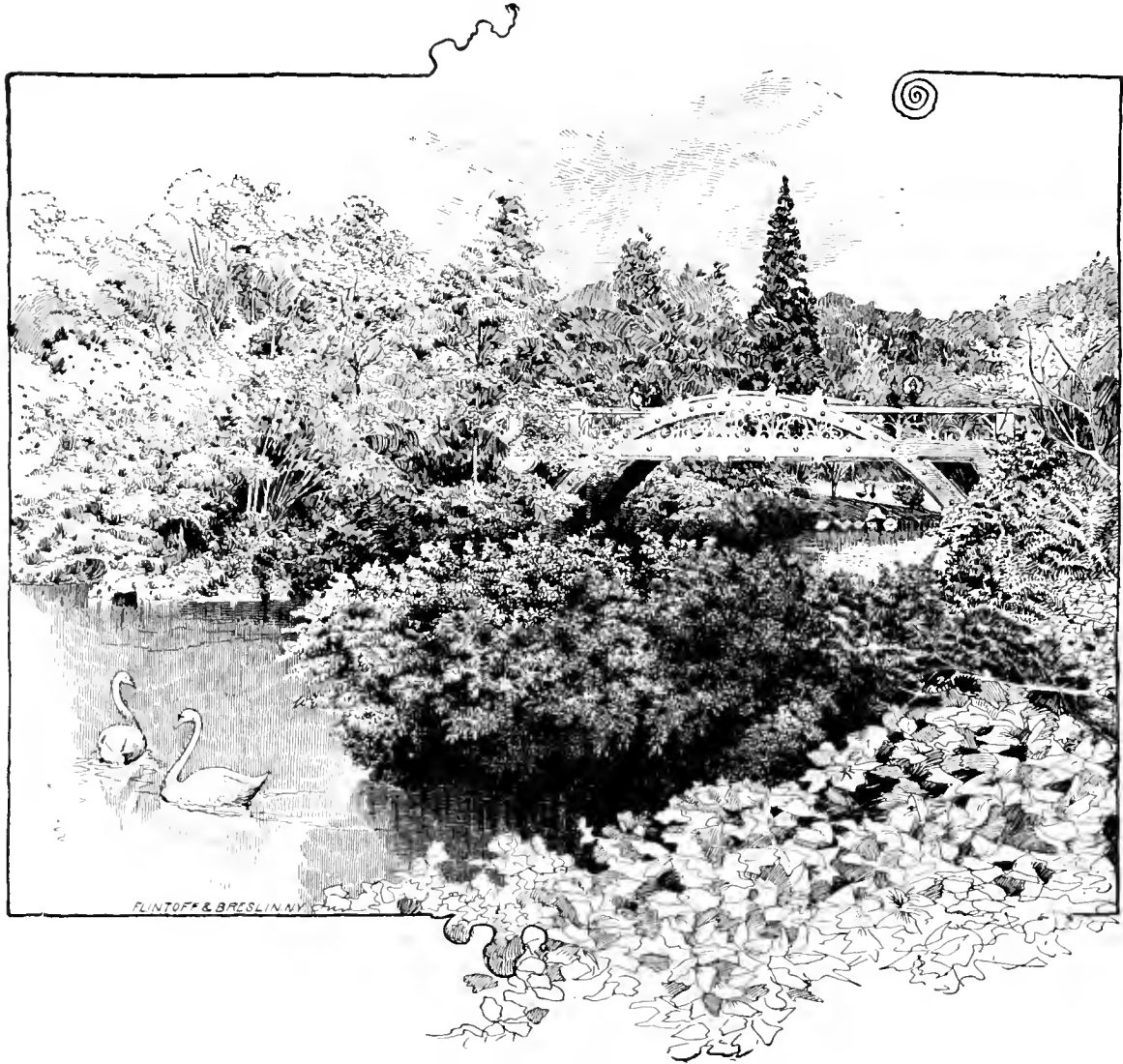
THE FIRST BANK ever established in this city—and the second in America—was the Bank of New York, for which Alexander Hamilton gained a charter, May 21, 1791, although the bank was actually opened for business in 1784. The capital was \$950,000. Its charter expired by limitation in 1811. The Manhattan Bank came in, in 1799, with a capital of \$2,050,000. In 1812, the City Bank was organized with a \$2,000,000 capital; while in that year, also, the New York Manufacturing Company was organized with a capital of \$1,200,000, this institution finally becoming known as the Phoenix Bank. The same year, 1812, was the beginning of the first serious panic of the century. The charter of the United States Bank (or the Bank of New York, it was first named) not having been renewed after the termination of its charter in 1811, numerous wildcat banks sprang up with the consequence of having a most depressing effect upon the community and the culmination was a serious panic which reached its height in 1814. Besides, beggarly harvests only lent their frowns to the miseries of the blotting out of credit and the lack of confidence throughout commercial circles. Again, withal, the people were reduced to a state of suffering, and as the last resort, Congress passed a bill chartering the Bank of the United States, this bill going into effect January 1, 1817, with a twenty years lease of life ahead of it. It was not many months before confidence was again restored and the country breathed easy. To realize the sufferings of this panic, no city was in a better position to feel the black cloud more forcibly than New York. Two years after this

### PANIC OF 1814,

a new national bank was chartered (1816) with a capital of \$35,000,000 and a branch was opened in Wall Street, while the Rev. J. Smith, in the year of 1799 was the original proposer of an institution where savings might be deposited.

## THE FIRST SAVINGS BANK

in New York was founded by Thomas Eddy, Dr. John Griscom and John Printard, with William Bayard, president, in 1819, the site being in the basement of the New York Institution, in Chambers Street, this being the fore-runner of the existing Bleecker Street Bank.



VIEW IN CENTRAL PARK, SHOWING BRIDGE.

## THE SECOND GREAT PANIC

occurred in 1837. As early as 1833, the deposits were removed from the United States Bank to the local banks. This caused a wide extension of credit. An over-issue of paper money followed and then, July 11, 1836, the specie circular was announced. This was followed by a stringency in the money-market and the panic of 1837 followed.

The next important financial event occurred when the short-lived

## PANIC OF 1847

set men by the ears once more. The prices of grain had become unduly inflated and speculation in breadstuffs, as formerly in real estate, continued to increase and a number of leading Wall Street banks went under. However, the chief banks of the city held their own and although business men were made to feel the galling yoke, the course of affairs drifted back once more into the old solid grooves.

Probably the greatest event of the age in the financial world was the establishment of

## THE NEW YORK CLEARING HOUSE,

October 3, 1853, as related in the earlier pages of this history.

## THE MIGHTY PANIC OF 1873

is so fresh that a mere mention of it will suffice. Jay Cooke & Co. were building the Northern Pacific Railway and such was the pressure upon them that they were compelled to close their doors. That Black Friday of 1873 fell like a pall over the country. The New York Stock Exchange, for the first time in its history, since its establishment in 1792, was compelled to suspend operations. The shock to New York, as well as the entire country, lasted until 1879, when the resumption of specie payment was declared.

## THE NEW YORK STOCK EXCHANGE

is one of the greatest bulwarks in the financial world. It is composed of the monetary kings of the universe and how well its members have stood by the banks in times of panic is a truth proverbial. This great institution is, like the Clearing House, an essential and indispensable part of the vessel.

The other great exchanges are the Petroleum, the Cotton, the Produce, and the Consolidated Exchange, the latter being an open Board.

The student of finance will find in New York's monetary magnates as clever and loyal a class of men as the world possesses, and a spirit of fairness ruling the entire commercial and financial field, which casts credit and honor upon the men who have done so much to make New York the grandest city upon the American continent.

It is now time to turn to the subject of

## FIRE INSURANCE.

The most authentic records show that insurance, or assurance, or, more properly speaking, underwriting, grew up some time about September, 1666, after the great fire of London had licked up 13,000 houses and eighty-nine churches and burned over a territory of 450 acres. In 1710, the Sun Fire office was established in London—the first company in existence, and at the present writing, the oldest in the world. In 1798, the spirit of the New Republic caused men to establish the New York Marine Company, the first in the United States; and following soon after, in the year named, the Mutual Fire Insurance Company was organized. In 1801, the Washington Fire Insurance Company was incorporated.

The question of

## LIFE INSURANCE

is one of the most remarkable features of the age. Like this kind of insurance, the insurance agent is a product of the past five and forty years. Agents were not known in 1845, while in that year, there were only ten companies in the United States that devoted their attention to life insurance that had their head-offices in New York. The astounding figures of to-day show to what extent the former prejudices of the people have been wiped out.

There is more than three billion, two hundred and fifty millions of dollars in outstanding life insurance issued by the life companies that are represented at present in New York.

### THE TOTAL ASSETS

of the combined life insurance companies in New York is more than nine hundred millions of dollars. The total income of the old-line companies for twenty-six years (1864 to 1890) is not far from two billion five hundred millions of dollars, while in the same length of time, policy holders have received about one billion five hundred millions of dollars in dividends.

Like the United States Trust Co., the Union Trust Co., the Manhattan Banking Co., and other mighty corporations, the life insurance companies have built some of the mightiest of New York's monetary and commercial palaces, the giant of them all being the Equitable Building at No. 120 Broadway, closely crowded by the Mutual Building in Nassau Street on the site of the Old Dutch Church and later, the post-office. The Mutual's new building at the N. E. corner of Madison Avenue and Twenty-third Street, on the site of the noted old T. S. M. Barlow residence, and facing Madison Square, will be one of the towers of modern wonder.

### THE COURTS

of New York are entitled to close survey, standing as they do in such a high and pure light from a standpoint of legal operations. The Bench of this city, like the legal fraternity, comprises some of the greatest minds of the age. Of course, the institution bearing directly upon the city's affairs is the County court, which is located in a magnificent marble structure on the northern side of the City Hall Park. This building was commenced in 1861 and since 1867 it has been fit to occupy, embracing, as it does, within its walls, the State Courts, and the offices of the Sheriff and the County Clerk.

One of the greatest political organizations in the world, is known as the

### TAMMANY HALL SOCIETY,

a Democratic organization which is now the ruling political power of the city. The name Tammany comes from the title of a Delaware chief of the seventeenth century, who was chosen by the American Democrats as their tutelary saint.

### THE CITY'S POWERS

of self-government are derived from the Legislature, under a charter, which is amended as causes arise. The heads of the various departments and the various heads of departments are formed into Boards of Commissioners as governing bodies. These departments include the Board of Public Works, which embrace the water works; Finance, Parks, Police, Docks, the Health Board, Charities and Corrections, Education, Taxes and Assessments and Buildings.

### THE CITY HALL

is located in one of the oldest parks of the city and was finished at an outlay of \$500,000, in 1812. It is built of marble, 216 feet long, by 105 feet deep, and affords accommodations for the Mayor, Common Council, Clerks of the Board of Aldermen, the City Library and other departments. On the second floor is the Governor's room, where stands George Washington's desk, on which he penned his first message to Congress; the chair in which he was inaugurated as the first President of the United States; the chairs used by the first Congress, and a



great number of paintings, which include the portraits of the State Governors, the leading national Revolutionary heroes and officers and many of the Mayors of the city.

#### THE BOARD OF HEALTH,

with its head office in Mulberry Street, in the same building as the Police Department, is composed of the President of the Police Board, the Health officer of the port and Commissioners appointed by the Mayor. The sanitary condition of the city is placed in the hand of this Board and a corps of physicians is employed to inspect the tenement districts. The Bureau of Vital Statistics is also connected with this Department.

#### THE FIRE DEPARTMENT

headquarters are at 155 Mercer Street and is governed by Commissioners.

#### THE MAYOR

appoints the Commissioners of the BOARD OF EDUCATION, who in turn appoint Local Boards of Trustees. The number of children at present receiving free education in New York is considerably over 300,000, while over 3,500 teachers are employed at a cost of more than \$4,000,000 per year.

One of the most important and necessary adjuncts in connection with the city government, is the

#### DEPARTMENT OF DOCKS,

which has charge of the entire river front of twenty-five miles and is controlled by Commissioners.

#### THE BOARD OF ALDERMEN

has the power to pass, enforce and repeal civic ordinances subject to the Mayor's approval, and to pass resolutions over his veto by a two-thirds vote.

That which a city is, leads us to reflect upon what the city was, and as an effect is always the child of a cause, we are led to look up the parentage of New York's present importance. This, without difficulty is found in

#### THE NOTED MEN,

past and present, who have been and are the bulwarks of the Metropolis of the United States. Beginning, then, with those giants who have passed away through the Great Gate, we will bring up the more prominent names for the purpose of a review, for although hundreds deserve it, our space will permit the use of only a few names. One of the names that was a power in the old days, was that of

#### ALEXANDER HAMILTON,

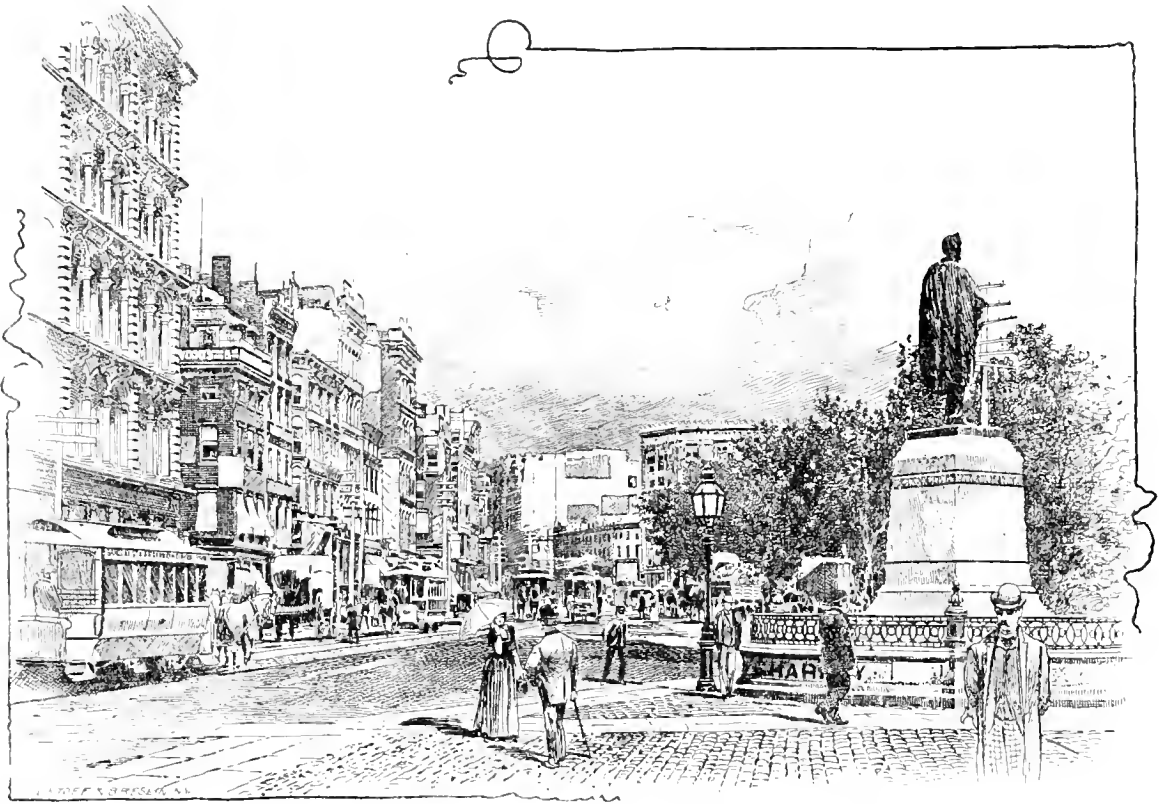
through whom so much was accomplished in the building up of several of the greatest financial institutions. The history of this man's life and his duel with Aaron Burr is well known. General Hamilton lived at the time of the duel and his death, in Park Place near Broadway, while Burr resided at Richmond Hill—a rise near Prince Street which could be plainly seen from Broadway. The Burr house stood upon what is now Varick and Charlton Streets, the ground having been leveled. It is said that Burr had contemplated killing General Hamilton, and that he (Burr) was seen practicing with pistol in hand, many a time upon his own grounds, to become proficient as a marksman. The cleverness of Burr is also found in his success in carrying the Manhattan Bank charter through the Legislature. The Manhattan is to-day the great monument to his adroitness.



## OLD LANDMARKS OF NEW YORK.

Upon that site now stands the New York Herald. Somebody has said that "we do not appreciate our landmarks enough, for if we did, we would build monuments to them;" which of course means that we should tear down that which memory and association have made dear and erect great, ugly, glaring, vulgar houses on the spot. The greatness of a landmark consists in letting it remain just as it was during the period that events made it dear.

After all, is it not wholly within the nature of things that New York should progress? From a population of 1000 souls in 1656, the city has increased to 1,700,000 in 1890—700,000, or almost double the population of 1880. It is, therefore, within the bounds of reason to here take occasion to look forward and estimate the exact dimensions and importance of



WEST SIDE UNION SQUARE. LOOKING NORTH.

## NEW YORK IN 1945.

There is a positive certainty that before ten years more have rolled around, New York and Brooklyn will be one city. This ought to be the case. It will be. Brooklyn's growth within the past ten years has been about 200,000 persons—admitting her present population to be 900,000. This, from a present standpoint, provided the two cities were now one, would give New York a population of 2,500,000. By the date of the consolidation, which, for the purpose of accuracy we will name as 1900, New York's past ten years of increase will be at least duplicated by one-half of 700,000, or 350,000. Brooklyn will spread at least 100,000. This will give New York a population of 2,950,000 souls in 1900. If the two cities go on growing at a combined rate of only 100,000 per year, until 1945, this will make 5,000,000 souls, who,

added to the population of 2,950,000 in 1900, will fetch New York's army up to 7,950,000 persons. This is not mere conjecture. The growth of the past certainly justifies the estimate.

In conclusion let us say that from the time the first man discovered the Island of Manhattan, Fate ordained that here should rest, in time, the grandest and largest city of the Universe. New York stands to-day as the

#### OPEN DOOR TO NATIONS,

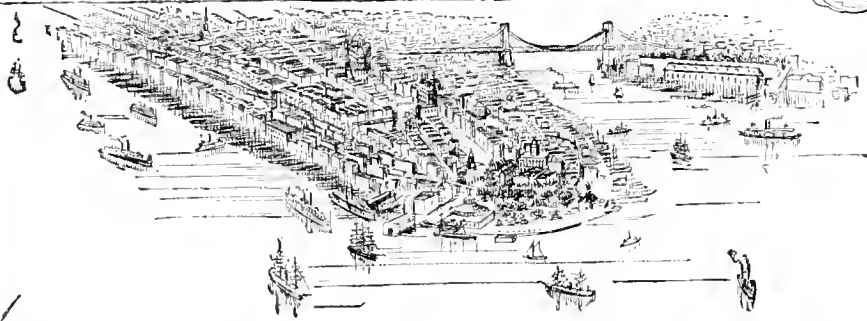
and the port through which the oppressed of all countries pass.

From the tip of Battery to the northern line of old Yonkers, New York is a growing monument to modern civilization, and a city loved by all law-abiding men, to whom she is fair and liberal in turn.

FINIS.

# Representative BUSINESS HOUSES

OF



IN presenting the following pages to the public only a few words need be written to explain their object or to extol the city whose industries they review.

Devoted to the general industrial interests of the city of New York, they present in a manner as intelligent and concise as possible, an interesting review of its active and representative business houses and its recognized importance as the greatest trade center of the Western continent.

The data therein contained has been gleaned from the most authentic sources, carefully collated and judiciously revised, while the greatest care has been taken to render the information thus obtained thoroughly reliable and accurate.

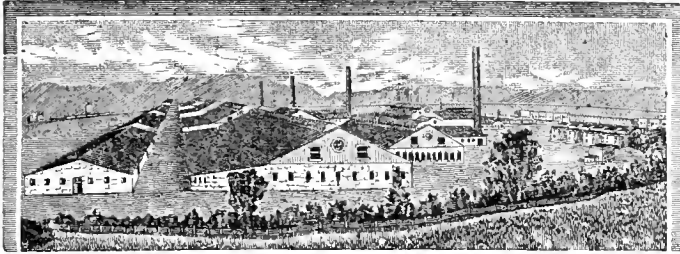
It will be noticed that while the leading houses in the general lines of business are referred to at length, there are also a number of smaller houses mentioned, each, probably, as important in their special departments of trade, and therefore a part of the general industrial interests of the Metropolis.

As the work is intended for general circulation it is respectfully requested that those into whose hands it may fall will place it whenever practicable, in such localities where the best results will accrue from its perusal.



**H**ALSEY FITCH & SON, Commission Merchants, and Wholesale Dealers in Butter, Cheese and Eggs, Corner Greenwich and Chambers Streets.—An example of the attainments that are possible by a wise combination of energy and enterprise, with a thorough knowledge of the business, is to be seen in the establishing and rapid growth of the house of Messrs. Halsey Fitch & Son, commission merchants and wholesale dealers in butter, cheese and eggs, occupying the large five-story building located on the southwest corner of Chambers and Greenwich Streets. This business was established by Messrs Fitch & Whitney in 1888, who were succeeded in May, 1890, by the present firm. In a little more than three years this house has advanced to the front rank of New York commission houses. During that time their business has grown to a magnitude that is equaled by only three or four houses in the same line in New York. A year or two more of the same progress will place them in the lead of all their competitors. The gentlemen comprising this firm are Mr. Halsey Fitch and his son, Walter S. Fitch. Mr. Halsey Fitch is a native of northeastern Ohio, now of middle age and has been engaged in business in this city for the past thirty years with the exception of a few years spent in California, while his son, who shares with himself the confidence and esteem of the entire trade, is a native of the latter named state. The building occupied by them shown in the above engraving is in the very center of the butter, cheese and egg trade and is the most commanding location in their line of business in New York. It is in fact a regular exchange market for all goods in their line. Every convenience is provided for the receiving, storing and delivery of the heavy consignments of produce handled, including ample cold storage on the premises. The extensive business they now control, reaching to New England, New York, New Jersey, Pennsylvania, the Southern and Western States, is a substantial tribute to the energy and good judgment under which the business is conducted. To those consigning goods in their line to the New York market we can say with entire candor that no house in the country can do better for them than the above firm, and to those purchasing we can say with equal candor that they can always find there the goods wanted and those who send them their orders will receive the same fair and liberal treatment as if present themselves.

**D.** H. ROBERTS, Manufacturer and Wholesale Dealer in Window Glass, Manufactured by Natural Gas, Nos. 159 to 161 South Fifth Avenue.—A prominent branch of industry among our many material resources serving to enhance the development of this nation, is that of the manufacture of window glass of all kinds. A leading house engaged in this line is that of D. H. Roberts, with headquarters at Nos. 159 to 161 South Fifth Avenue, this city, with the factories located at Pittsburg and Jeannette, Pa. This establishment was founded in 1887 by Mr. Roberts. The growth of the establishment has been steady and healthful, and under the liberal, careful methods that have characterized the administration of its affairs, it has attained a widespread and substantial popularity. Very exten-



sive premises are occupied for the purposes of the business, and a very heavy stock is at all times carried.

*A LEADING SPECIALTY IS MADE OF WINDOW AND*

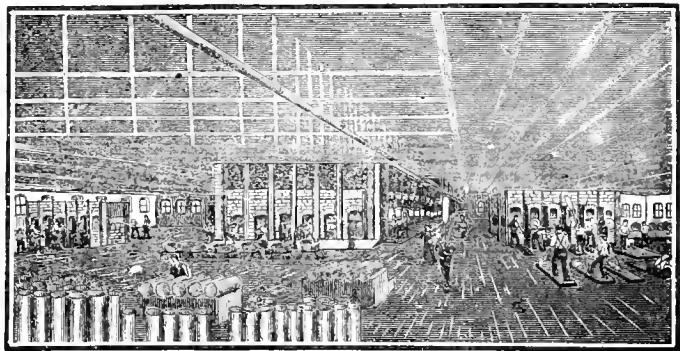
\* \* \* \* \*

*PICTURE GLASS, ALSO SPECIALLY SELECTED GLASS*

\* \* \* \* \*

*FOR GREEN HOUSES AND CONSERVATORIES.*

The factories are the most complete for the manufacture of window glass in the world, containing all the modern improvements and appliances known in furnaces, ovens, etc. The glass is superior to any in this country and is guaranteed to be fully equal to any made in the world. Mr. Roberts publishes a price list and catalogue, which he sends free to any address on application. Orders from any part of the United States are promptly filled. Mr. Roberts is a native of New York, and has had thorough experience in the glass trade. He is a progressive, reliable and responsible business man and sterling citizen, and, judging from the success of the past, he has a bright and prosperous future.

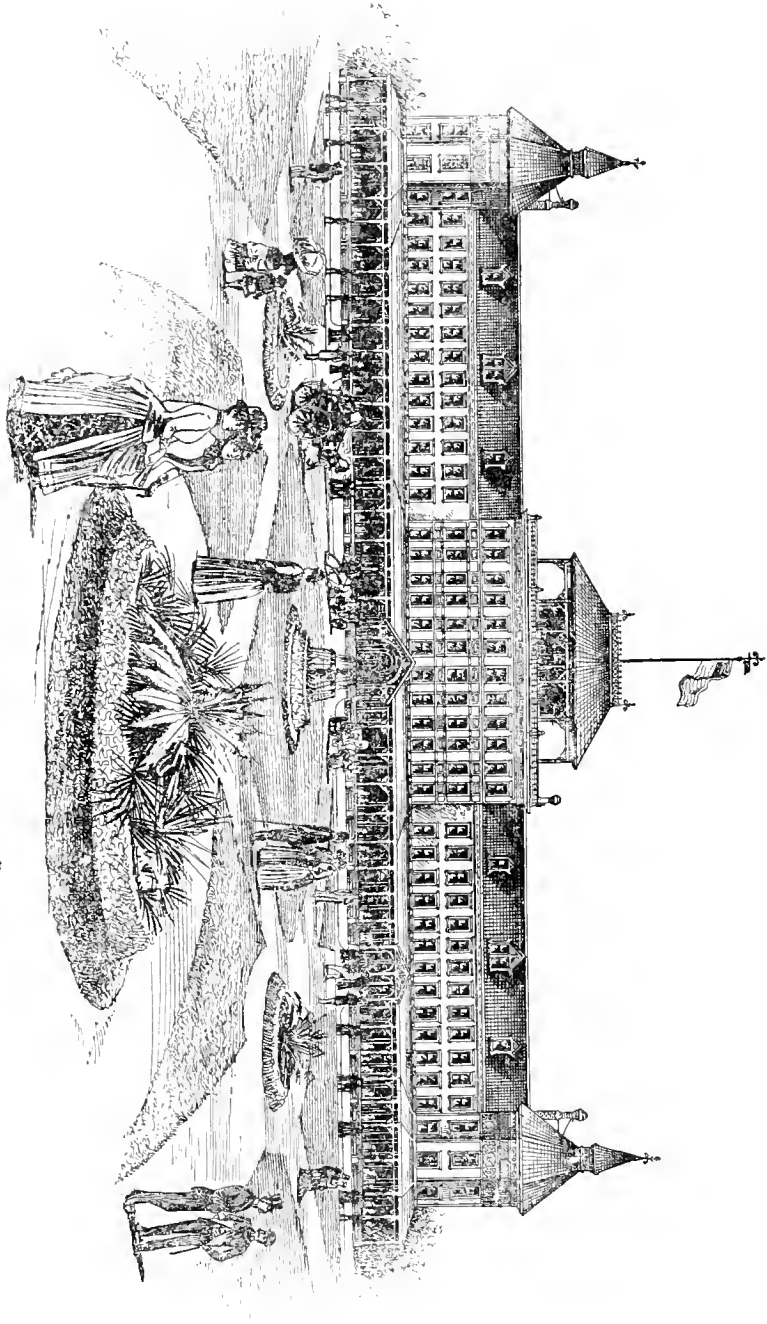


## ALGERIA HEIGHTS CO. (Limited),

### 215 Potter Building.

[See Cut on Opposite Page.]

THERE is not, as it is scarcely necessary to observe, any field of financial investment that offers more certain or more substantial returns for either small or large amounts of capital than realty. And the reasons, therefore, are manifest. Being of all commercial elements the most staple and indispensable, it is only in the nature of things that the shrewd and sagacious everywhere should favor houses and lands in preference to all other features of investment. The opportunities for placing money to advantage on both improved and unimproved property are so many and varied in these days, that it seems almost invidious to direct attention to any one in particular, but inasmuch as the Algeria Heights Company, whose office is at room No. 215 Potter Building, are offering exceptional inducements, special mention is made of the fact in the present review of New York's noteworthy business enterprises. This company has purchased two valuable tracts of land in the Pine Belt section of New Jersey, which has within the past decade become justly famed as a great sanitarium for invalids and persons afflicted with lung, throat and nervous diseases. Hundreds of physicians are sending their patients from all over the country into the Jersey Pine Woods in search of health and strength that their prescriptions and drugs fail to impart. The sudden growth and popularity of Lakewood in a few years has been especially notable. What was but a short time since a veritable "pine woods," has been transformed into a beautiful and flourishing city, possessing elegantly appointed, first-class hotels and fashionable boarding houses; the crowd of pilgrims that came to Lakewood last season seeking the health-giving air and beneficent effects of the "Pine Woods aroma" was so great that guests could not be accommodated, arrivals daily being compelled to find hospitality elsewhere. Several magnificent hostelries are now in course of construction, and which, when completed, will rival the finest hotels in New York. As a natural corollary to all the marvelous progress indicated, land hereabouts has become correspondingly valuable, whereas, a few years ago, it could have been purchased at a trifling sum per acre. Realizing that the entire ridge of pine wood lands in New Jersey known as the "Pine Belt," and extending from Lakewood to Barnegat, possessed the same sanitary properties that Lakewood has, the Algeria Heights Company purchased several hundred acres of this same pine land, back of old Barnegat village, forty miles from Philadelphia, and sixty miles from New York, where they propose to build up a rival winter resort, to be known as Algeria Heights. The land is located on a healthful ridge, averaging 150 feet above the sea, and just far enough inland to escape the raw, chilling ocean winds, and sufficiently high and dry to be absolutely removed from the possibilities of malaria, thus making the place one of the most attractive and delightful locations for a winter sanitarium or a lovely summer resort in this section. Desiring to bring this property before the public as rapidly and effectively as possible, and not spend a fortune in advertising it, the company have decided to sell one thousand lots, 25 x 125 feet, laid out in village plots, with streets and avenues, at a mere nominal figure, the prices charged by them for the same not paying for the expenditure incidental to surveying, mapping, etc. In the furtherance of their project, the company offer a warranty deed for a lot of above dimensions at \$5.00, which sum scarcely covers the cost of improvements. They have disposed of a large number of these lots already, and there is every indication that hotels, boarding houses and other improvements will be immediately erected at Algeria Heights, which, it is needless to mention, will naturally enhance the value of these lots at once, making the investment of a most judicious nature. The company will be pleased to furnish all information, maps, etc., pertaining to their Algeria Heights' prosperity upon application in person or by letter at their office in the Potter Building. They also have a handsome property located on a beautiful plateau about one and a half miles from the quaint old village of Toms River, and about fifty feet higher than that town, and between the north and south branches of the historic stream called Toms River. This lovely spot has within its limits magnificent old pine forests, also acres of cleared and cultivated land, with deep, running water each side of it. Being high and rolling ground, it is free from malaria, and just far enough away from the chilling blasts of the ocean to make it a delightful climate all the year round. Old Barnegat Bay, with its famous fishing, hunting and sailing privileges, is close at hand, and the Central Railroad of New Jersey runs through the property, and has a station on the ground. Standing at the railroad station you can see pine forests in every direction, from which fact it derives its appropriate name, Pine View. They will sell a limited number of these lots, and only for a limited time, at \$25.00 each, and there is every indication that they will bring \$50.00 within the present year. There is probably no opportunity in New Jersey or in the vicinity of New York and Philadelphia, where persons with limited means can have an opportunity to invest so small a sum and realize such handsome profits as they can by investing in either of these properties. Those who purchase first will buy the cheapest. For particulars in regard to the "Pine View," property, address: Pine View Company [Limited], No. 215 Potter Building.



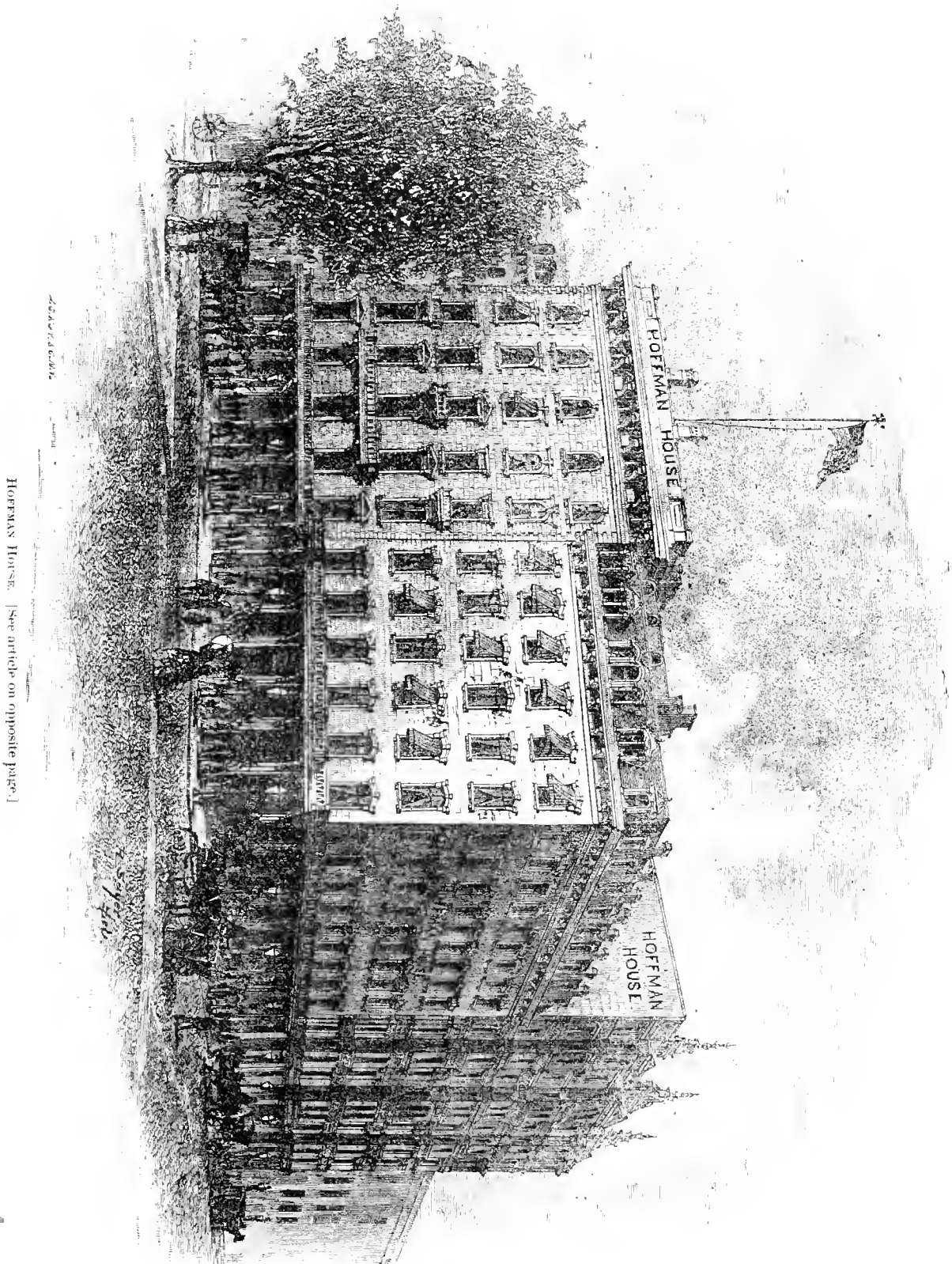
ALGERIA HEIGHTS (COMPANY [LIMITED]). 215 POTTER BUILDING.

ALGERIA HEIGHTS HOTEL (Proposed),  
ALGERIA HEIGHTS, N. J.

**H**OFFMAN HOUSE, Broadway, Madison Square.—The Hoffman House is one of the representative institutions and a feature of the American metropolis, combining in the most perfect manner every comfort, elegance and convenience with the refined and quiet atmosphere of the best circles of home life. It was established in 1863 and has always been a favorite stopping-place for the eminent in every profession and those most prominent in public life. Repeated enlargements of this fine hotel have at different periods been necessitated to meet the growing demands of the public, and it is now one of the largest on the continent. Its interior arrangements, appointments and furnishings are all of the finest, and under most able management, the Hoffman is known at home and abroad as the best kept, most elegant and popular hotel in the country. The original proprietors were Messrs. Wall & Reed in 1863; the firm, later on, became Mitchell & Reed, which continued until 1871, when Mr. Mitchell retired and became proprietor of the Hotel Brunswick. In 1880 Mr. Edward S. Stokes purchased controlling interest. The Hoffman is a magnificent specimen of architectural work, its solid and ornate marble front rising to a height of eight stories, on the Twenty-fifth Street side, while the main entrance is on Broadway, and extending through the block from Twenty-fourth to Twenty-fifth Streets. There are upwards of three hundred and fifty rooms for guests with four dining halls on the first floor, two for gentlemen and two for ladies and gentlemen, with a private banquet hall on the second floor, all conducted on the European plan. Every modern accessory of the decorator, the cabinet maker and the upholsterer, have been utilized, and the house is a beautiful and artistic exhibit of the most advanced achievements in the above lines. On the parlor floor is a suite of spacious rooms decorated in the Moorish, Persian, Indian and Turkish styles, each with its original distinctive features, and having no counterparts elsewhere in the United States. Marble wainscots and stair-cases, mosaic tiled floors, frescoed ceilings, mahogany finish and decorated walls with furniture in keeping, characterize the apartments and corridors of this palatial hotel. It embraces every modern improvement, including electric lights, safety passenger elevator, steam heat, electric bells, Turkish baths, barber shop, telegraph office and news stand, billiard hall, and all the accessories to complete hotel life; while the café is the finest in the world. This noble apartment is famed on both continents for its master pieces of sculpture, its superb paintings—including "The Nymphs and Satyr," by the great master painter Bougereau. The cuisine of the Hoffman is made the constant study of the most famous caterers, and a French chef and an experienced staff of assistants meet the demands of the elaborate bills of fare for which the house is so widely renowned. In fact, the great feature of the house is in its cuisine, which is unsurpassed and rarely equaled on the continent. Many notable dinners and banquets are held here in honor of the great men in every branch of public, literary, military and theatrical life; and the most celebrated statesmen and diplomats of the present day have been, and are, guests of the Hoffman when in New York. It is the beam ideal home for gentlemen—the most advanced of its kind in America, while its praises are ever to be sung by both sexes all over the world. Edward S. Stokes is a host among a thousand; the valued friend and confidante of public men past and present; a genial, whole-souled entertainer, who understands how to meet the wants of the most critical and fastidious of guests, and who has made the Hoffman the "Mecca" for all who appreciate good living.

**A**TLAS RUBBER COMPANY, Manufacturers of Druggists' Rubber Goods, J. Fred Doty, Eugene Herbert, Proprietors, No. 241 Greenwich Street.—Keeping pace with the march of progress in science and art, marvelous advance has been made in the manufacture of India rubber articles. And this is true in an especial manner as to the particular branch of the industry devoted to the production of medical, surgical and pharmaceutical specialties. What with discovery, invention and improvements, a degree of excellence akin to perfection has been attained in the useful appliances indicated by some of our leading rubber goods manufacturers, notably the Atlas Rubber Company, of No. 241 Greenwich Street. They are manufacturers of all kinds of druggists' rubber goods, and sole proprietors of Mattson's specialties, and their productions are not only in extensive and increasing demand in the trade throughout the United States, Canada and Mexico, but are exported also to South America, England, Spain, and other countries of continental Europe. This is one of the oldest and most noted concerns of the kind in the country, and fully sustains its high reputation for reliable and superior articles; and their productions, which are standard goods, recommended by physicians, surgeons and scientists, are surpassed in no feature of merit by anything in their line to-day on the market. This prosperous business was established in 1851 by M. Mattson, who conducted the same up to 1888, when he was succeeded by Messrs. J. Fred Doty and Eugene Herbert, the present proprietors, under whose experienced management it has since been continued with uninterrupted success. Their business has increased to such an extent that they have had to move to more commodious quarters, which they found at No. 241 Greenwich Street, where they occupy spacious and well equipped premises, consisting of a building, 25 x 100 feet in size, containing a commodious basement, store, and two lofts, and employ all told some fifty hands, with several representatives on the road besides, and a permanent agent in London. The salesroom quarters are compact, ample and neatly arranged, while a large and multifarious assortment is constantly carried in stock here, including everything comprehended in druggists' rubber goods, and a full line of Mattson's specialties, and all orders receive immediate attention. The most liberal inducements are offered to the trade, rock bottom figures being quoted, and price lists, etc., are mailed upon application, all correspondence relating to business receiving prompt response. Messrs. Doty and Herbert are both gentlemen of middle age, and New Yorkers by birth. They are men of ample experience, as well as energy and enterprise, and have a minute knowledge of the business in its every phase, Mr. Doty having been formerly manager for Mr. Mattson for fifteen years.





**JOHN WYGAND & CO.**, Importers of Crockery, China, Glassware, Majolica, German Fancy Goods, Etc., No. 56 and 58 Park Place.—An uninterrupted career of prosperity extending over a period of thirty-seven years marks the history of the widely and favorably known firm of John Wygand & Co., importers of and wholesale dealers in crockery, china, glassware, etc., Nos. 56 and 58 Park Place. The house is one of the oldest and foremost in this line in New York, and maintains a reputation for fine goods and honorable dealing, second to none. The business of the concern, too, is very large, the trade extending all over the country, giving evidence of steady, material increase, the retail department receiving a very substantial patronage. The firm, who are direct importers from the leading potteries of Europe, handle only strictly first-class productions, every article offered for sale by them being warranted as represented, while rock-bottom prices are quoted. Exceptional inducements are offered to the trade, the house being conducted on liberal and progressive business principles, and persons having dealings with this popular and responsible firm are assured of finding the same both pleasant and profitable. The premises occupied as office and salesrooms are spacious, commodious and attractively arranged—a magnificent display being made—and every department is replete with beautiful, rich, rare and serviceable articles. A vast and varied assortment is constantly carried on hand here, and a large force of clerks, salesmen, porters, etc., are employed, the staff in the establishment numbering over twenty, while several representatives are kept on the road, in addition. The stock, which is at once extensive, elegant and complete, comprises everything in the lines above indicated, including a number of new and exclusive novelties in art pottery, cut glass and majolica ware, exquisite china tea sets, superb porcelains, Sevres and Dresden ware in artistic designs and delicate workmanship, handsome Bohm vases, English printed ware, splendid productions in Queensware, crockery in great variety, hotel, bar and table glassware of all kinds; lava articles, German fancy goods, art novelties, cutlery and plated ware, kitchen specialties and a multifarious collection of useful and ornamental wares. Mr. Wygand, who is the sole proprietor, is a gentleman somewhat past the meridian of life, but active and energetic, was born in Germany, and has been a respected resident of Brooklyn for forty-two years. He started in business at No. 56 John Street, in 1854, moving to 36 Murray Street some years later, and has been at the present location since 1881.

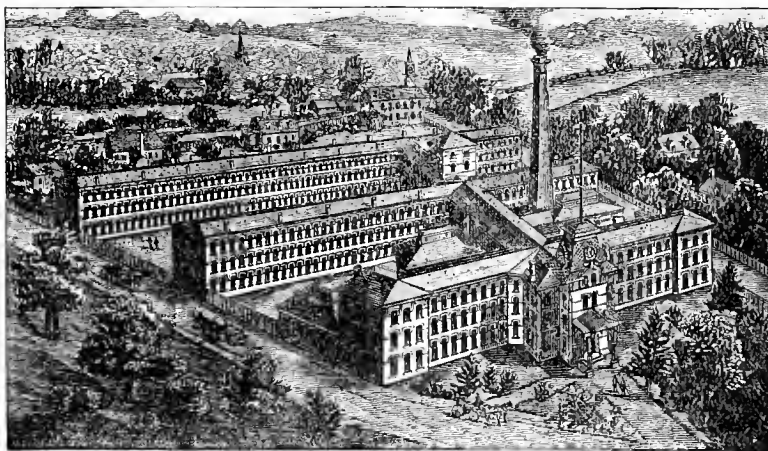
**THOMSON-HOUSTON ELECTRIC COMPANY**, No. 620 Atlantic Avenue, Boston, Mass., H. N. Curtis and C. R. Dean, Agents, No. 115 Broadway.—A most interesting feature of the progress of the city and the age is the very general adoption of electricity for lighting and power. No argument is, of course, necessary to prove its superiority for illuminating purposes, and in a multiplicity of ways, it is being applied to supersede mechanical power. Properly installed, an electric plant is a more satisfactory insurance risk in a building than any other illuminant. Particularly is this the case in such a place as a flouring mill, where the floating dust is almost as inflammable as gunpowder. In the foremost position in this field stands the Thomson-Houston Electric Company, a Connecticut corporation with its headquarters in Boston, and factories at Lynn, Massachusetts, employing about three thousand men. They are represented in this city by Messrs. H. N. Curtis and C. R. Dean, agents for eastern New York, northern New Jersey, Long Island and western Connecticut, with offices at No. 115 Broadway. The Thomson-Houston Electric Company was organized in 1882, with a capital of \$100,000. To-day its authorized capital is \$10,000,000 common and \$5,000,000 preferred stock. Its officers are H. A. Pevear, president; C. A. Collin, vice-president and manager; E. I. Garfield, secretary. The New York office was opened by Mr. H. N. Curtis early in 1884, and in 1886 Mr. C. R. Dean became a partner. From small beginnings, their business has grown to large proportions, and they have now in operation and under contract some of the most important electric installations in the country. Notable among these is the plant in operation in the magnificent new building of the Music Hall Company at Fifty-seventh Street and Seventh Avenue, consisting of about five thousand lights, over three thousand of which are a part of the interior decorations, the balance being on specially designed fixtures. Tiffany & Co. have a lighting and motor plant, running their entire machinery by electric power. Large electric plants are going in for the American Manufacturing Company (jute manufacturers), and the Wilson Steamship Company, of Brooklyn, including lights and electric hoists for handling freight from the ships. The absolutely automatic regulation and high class mechanical construction of the Thomson-Houston apparatus, as well as the financial responsibility and reputation for fair dealing of the company has enabled it to take and hold the lead in the face of all competition. The company, moreover, manufactures apparatus for all lighting and power purposes, such as are and incandescent lighting, railway equipment, mill tramways, electric hoists, elevators, pumps, mining locomotives, drills, search lights, current meters, etc., etc.: in fact, is prepared to furnish a complete lighting and power plant for every purpose. More than one-half of the entire lighting and power business of the country is done by this company or its allied companies. It has railways in operation in Brooklyn, Jersey City, Passaic, Newark and other near at hand cities, and lighting stations in almost every city and town in this vicinity. Messrs. Curtis and Dean are thoroughly fitted by training and experience to undertake contracts of any nature in their field, giving their close personal attention to all details, and having associated with them a staff of energetic and capable young men. Their endeavor is to make every installation thoroughly satisfactory and of the highest class as to workmanship and material, and their record in this respect is such as to warrant the confidence and patronage of a discriminating public.



FORTY-SECOND STREET, SHOWING GRAND CENTRAL DEPOT.

**G**EORGE D. WAGNER, Importer of Upholstery Goods, Lace Curtains, Etc., No. 221 Canal Street.—An eminent, trusted and pronouncedly prosperous importing house in the upholstery goods line is that of Mr. George D. Wagner, of No. 221 Canal Street, founded thirteen years ago by Messrs. Ryer & Wagner, and for the past four years under the able management, as sole proprietor, of the gentleman by whose name it is so widely known among jobbers in all parts of the Union, with whom it does business on an extensive scale. The house is famed for the essentially high grades of the goods it imports, for the excellent judgment displayed in their selection and for the relatively low prices it is enabled to quote; the extent of its trading securing for it the most favorable terms from the great European manufacturing concerns; while it also induces the principal to content himself with a small margin of profit, in view of the large annual turn-over resulting. That the transactions of the house are of great proportions, and the goods handled of the high quality referred to, is abundantly substantiated upon a visit of inspection to its establishment. This consists of two floors and a basement, the ground floor being 40 x 80 feet in expanse, and that above, 50 x 105 feet in amplitude, and both replete with a great wealth of choice fabrics of the kind named, while twenty experienced clerks and salesmen are ever busily engaged in the clerical and executive work involved by so far-reaching a business. The proprietor, to whose well-directed enterprise and close application, backed by trained judgment, the success of the house is solely due, is a young man of New York birth.

**F**AHYS WATCH CASE CO., No. 41 Maiden Lane.—As in everything else, the last half century has seen vast improvements in the manufacture of watch cases, and this important industry has made rapid and remarkable strides in the right direction, especially in this country, during the period mentioned. Our American watch cases are recognized far superior to those manufactured by the most celebrated European houses, and are general favorites with the trade and public in all parts of the civilized world. Much of the credit for the improved condition of this industry is due to the Fahys Watch Case Co., whose factory is located at Sag Harbor, N. Y., and who are represented in this city by Messrs. Joseph Fahys & Co., at No. 41 Maiden Lane. The foundation of this extensive business was laid in 1857 by Mr. Joseph Fahys, the present head of the house. This gentleman was born in Alsace, and came to America in 1848. He learned his trade while a boy at West Hoboken, in the shop of Ulysses Savoy, where he served an apprenticeship of five years, working as a journeyman four years more, and then purchased the business of his old employer, thereby succeeding the pioneer and only really successful watch case maker in this country prior to this time. In 1861, on account of the increasing demands of his business, Mr. Fahys found it necessary to manufacture on a larger scale, and accordingly built a factory at Carlstadt, N. J. This was soon superseded by the present mammoth works at Sag Harbor. The Fahys Watch Case Co. was incorporated in 1881, under the laws of the state of New York, and operates salesrooms at New York, Chicago, Cincinnati and San Francisco. The leading specialties of the company are the "Monarch," a fourteen-karat filled case, and the "Montank," a ten-karat case; both of which are equal in all essential features to the solid gold cases. This company long ago learned that the best way to distance competition is to entirely forget it in the supreme effort to do their level best to satisfy their customers and themselves. Acting on this principle, they have made their fourteen-karat filled cases not to equal or even surpass the work of any competitor, but to equal in style, finish and wearing qualities a solid fourteen-karat gold case. This high standard has necessitated an entire change in their Monarch cases, requiring new shapes, new ornamentations and new tools. They now believe they can so satisfy their customers with the goods, that they will be justified in recommending them as equal in all essential features to the solid fourteen-karat gold case. Of course the Fahys name is sufficient guarantee that the Monarch case will wear equal to anything on the market. The company stand back of them for twenty-one years. The latest designs are not only original, but new. It would take an expert to distinguish them from solid gold, fourteen-karat cases of the finest make. The company challenge contradiction in making the statement that this is the most compact filled hunting case ever shown. They are hand engraved of course, and done by the best workmen in the country. A complete change has been made in putting the vermicelli border on these cases, and the



results are equal to gold cases. Comparison with like cases of any other make will show the superiority of the "Fahys." The delicacy of the designs used for the engravings is beyond compare. The Monarch screw case is so well known as to need no introduction. The shapes and designs are, however, all new, and the case has been entirely remodeled. Its durability, economy and dust-proof qualities are conceded by all. The goods now offered in this line show considerable advance over the styles and shapes of the previous output, while the new color pleases everybody. The designs include subjects from Landseer, Rosa Bonheur and Millet, and in the same variety of style as the hunting cases. Here are also many new, graceful and delicate designs for ladies' watches. The Montank cases sell almost faster than they can be manufactured, and are probably as well known among retail jewelers as any case on the market. Constant improvement has stimulated the demand for them and no jeweler considers his stock complete without them. These goods compare in finish, color and style with fourteen-karat filled cases of other makes. They are a plump, ten-karat filled case throughout, and a fifteen year guarantee goes with each case. The Montank screw cases are a staple article, and the designs put upon them are calculated to make them specially attractive. Their tasty line of engravings in dome shape is all new and well worth looking at. The Fahys silver screw cases are guaranteed to outwear any other case made. There is no trouble to get at the movement either at the front or back. The Fahys fancy engraved open face and hunting Monarch silver cases are models of beauty and fine work. These cases are staple articles all over the world. The demands of jobbers are promptly and carefully met, and every advantage known to the trade is granted to patrons of this old and honored house. The members of the firm of Joseph Fahys & Co., are Messrs. Joseph Fahys, Henry F. Cook and George E. Fahys. The senior partner was one of the founders of the Jewelers' Board of Trade of this city, and during the first two years of its existence was its presiding officer. He was also the first president of the Watch Case Manufacturers' Association, and has since been twice re-elected to that position. Mr. Cook is a native of Brooklyn, N. Y., while Mr. Geo. E. Fahys, a son of the senior partner was born in New Jersey, and both unite their energy and vigor with the ripe experience of the honored founder of the house to form a firm of commanding influence, wide popularity and solid worth.

**NEW YORK RUBBER COMPANY**, Manufacturers of Vulcanized Rubber Goods, Adapted to Mechanical and Manufacturing Purposes, also Rubber Balls, Dolls, Toys, Rattles, Etc., Warehouse and Office, Nos. 84 and 86 Reade, Corner Church Street.—In the whole history of the march of progress in the arts and manufactures in modern times there is, perhaps, to be found no parallel to the marvellous advance made in the India rubber industry. This is true of the special line devoted to the production of the particular articles used for mechanical and kindred purposes in which a high degree of perfection has been attained. What with discovery in chemical processes in the preparation of the material, new and improved methods in manufacturing, and years of experiment and sustained effort, the belting, packing, hose, etc., turned out by some of our leading manufacturers are nothing less than a triumph of science and art. And while on the subject here under review attention is naturally directed to the productions of the New York Rubber Company which are goods of exceptional merit, and of whose superiority no more unflinching criterion could be adduced, assuredly, than the distinct recognition they receive the world over. This widely known and noteworthy concern, which is one of the very oldest, as well as one of the largest of the kind in the country, manufacture a great variety of vulcanized rubber articles adapted to general mechanical and manufacturing purposes. They are also sole manufacturers of a general line of balls, dolls, toys, rattles, etc., and are the only house in the United States competing in prices and goods with the French and German productions in this line, and altogether their products command an enormous sale throughout the American continent, while they are shipped extensively, likewise, through export commission merchants to South America and Europe. The New York Rubber Company, of which Mr. Wm. H. Acken is president and treasurer; John P. Rider, vice-president, and Rufus A. Brown, secretary, was incorporated and commenced business in 1851, and has a paid-up capital of \$300,000. The factories, which are located at Matteawan, Dutchess Co., N. Y., cover about twenty-five acres of ground, and are a perfectly equipped plant in every respect, all the latest improved machinery, appliances and general appurtenances being in service. The premises occupied as warehouse and office at Nos. 84 and 86 Reade Street, this city, are spacious, commodious and excellently appointed, and a vast and varied assortment of goods is constantly carried in stock here, including machine belting, hydrant hose, engine hose, suction hose, steam hose, steam packing gaskets, tubing, valves, valve balls, car and wagon springs, grain drill tubes, billiard cushions, rubber ankle rolls, etc.; also rubber balls, dolls, toys, rattles and a multifarious collection of rubber specialties. The company have unequaled facilities for the production of articles to be made in molds, and can execute the largest orders at short notice, all communications of a business nature addressed to P. O. Box 1160, receiving prompt response. With their immense resources, extensive and perfect manufacturing facilities, and their manifest advantages, the New York Rubber Company are in a position to offer inducements unprecedented in the history of the trade, quoting exceptionally low prices, for the high quality of goods which they produce.

**THE G. WRIGHT YOUNG COMPANY**, No. 50 Broadway.—One of the ingenious and valuable devices of this modern utilitarian age is "The Gardner" Steel Sash Ribbon Pulleys and Attachments, manufactured by the G. Wright Young Company, of this city, whose main office is located at No. 50 Broadway, New York, with factory at Morris, Ill., also at Worcester, Mass., for ribbon. These are absolutely the best, most economical and improved fixtures for hanging window sash ever introduced. The G. Wright Young Company was incorporated March 2, 1891, under the laws of the state of New Jersey, with a capital stock of \$100,000, and with G. Wright Young, president and treasurer; A. B. Imglund, secretary pro tem. They give employment to two hundred skilled hands in their factory, and are rapidly extending their business to all parts of the world. "The Gardner" consists of a steel ribbon expressly manufactured for the purpose. It is galvanized to prevent rust, and weather, cold or hot, has no effect on the steel ribbon. It is attached to the sash and weights, and runs over a pulley the same as a sash cord. It presents a neat appearance, and can be painted. It cannot get out of order or wear out, and being a perfect balance, the heaviest windows can be raised or lowered with the greatest ease by a child. Its tensile strength is more than one hundred thousand pounds to the square inch, and its elastic limit is more than two-thirds its tensile strength. This is not a spring balance. With it any window or door, weighing from five to five thousand pounds can be hung in the most satisfactory manner, and the ribbon is so constructed that its strength is not impaired at any point. It is adopted and used in such prominent buildings as the Edison Building, the J. L. Mott Iron Works, the Mail and Express, the public schools, the new Astor Hotel, Judge Dugro's Hotel, King's 85 House Block at 138th Street, the Tower Building, the Insane Asylum, and the new court house in this city; and in the offices of the C. B. & Q. Railroad, J. V. Farwell's Buildings, Illinois National Bank, First National Bank, Commercial National Bank, and other buildings in Chicago and the west generally, and is in growing demand in all parts of the world. Sample windows are put in free of cost on application from architects and builders. A corps of ten experienced salesmen represent the interests of the company upon the road, and all orders receive prompt and careful attention. Mr. Young, the president of the company, is a native New Yorker, and served two years as a lieutenant in the Fourth New York Artillery during the war. He also was a member of the Seventh Regiment, National Guard of New York, and belongs to its Veteran Club. Mr. Imglund, the secretary pro tem, is also a New Yorker by birth, and both gentlemen devote close personal attention to the advancement of the business of this company, insuring its future prosperity and success by their intelligent enterprise and honorable methods.





FIFTH AVENUE, SHOWING WINDSOR HOTEL. [See article on opposite page.]

**W**ILLIAM SCHAUS, Importer of Paintings, Engravings and Artists' Materials, No. 204 Fifth Avenue.—A marked improvement has been observable recently in the trade in the fine arts, more especially in the branch devoted to high-class paintings, abundantly indicative of the increasing appreciation in refined circles for the works of painters of genius. The cultured public of the United States has in fact come to be more and more considered by eminent foreign painters as their best patrons, and thus it is that an increasing number of the finest and most celebrated works are sent to this market to find purchasers. One of the finest and best patronized galleries in New York is that so long conducted by Mr. William Schaus, at No. 204 Fifth Avenue. This house has a wide-spread reputation in the importation of paintings, engravings and artists' materials. The business was established in 1851, by Mr. William Schaus, who placed the enterprise upon a solid and permanent foundation and retired from active business in 1886, being succeeded by his nephews, Mr. Herman Schaus, and Mr. Augustus W. Conover. With wise discrimination they selected their present advantageous location on Madison Square, absolutely central to the fashionable circles of the metropolis, and continue the business under the honored name of its founder. They occupy an entire four-story building, divided into two public galleries, spacious salesrooms and manufacturing departments for picture frames, gilding, etc. The paintings hung here include over three hundred of the great masters' works, while the proprietors make frequent trips to Paris and London to secure the latest specimens of the modern school for this market. The frequent importation of modern paintings renders this gallery the most attractive in the city. To the collector of works of art no house in the country offers more substantial inducements, and it always proves a safe investment to purchase here. The assortment of artists' materials is very complete and liberally patronized by devotees of the brush and pencil, while gilding and framing find here most charming exemplars. Messrs. Schaus and Conover are both native New Yorkers, who have with their natural aptitude for the fine arts and wide range of experience, become recognized as authorities upon the merits and value of paintings from both the old and modern school, and the utmost confidence can be placed in their representations and judgment.

**T**HE WINDSOR, Hawk & Wetherbee, Proprietors, Fifth Avenue, Forty-sixth and Forty-seventh Streets.—It is generally admitted in the best circles of New York society that the greatest consummation of hospitable ideas with practical business methods and marked ability of management is embodied in "The Windsor," above and beyond any other hotel in the metropolis. This magnificent hotel was thrown open to the public in 1873, under the auspices of Messrs. Samuel Hawk and Gardner Wetherbee, both of whom were well-known hotel men, whose large practical experience had rendered them recognized authorities. The house was at once placed upon a solid and popular basis, and has steadily retained the acknowledged supremacy among New York hotels down to the present day. The honored senior proprietor, Mr. Hawk, died in 1881, and his nephew, Mr. W. S. Hawk, succeeded to his interest. The Windsor is an imposing structure, seven stories high, fronting 200 feet on Fifth Avenue and extending to a depth of 180 feet on both Forty-sixth and Forty-seventh Streets, and contains five hundred rooms. The air of quiet, elegance and refined taste that characterize its apartments has no equal elsewhere in New York. Its location is excellent. Distant but half a mile from Central Park, it is a walk of less than five minutes from its doors to the Grand Central Depot, where all the trains from or for the north, east and west arrive and depart, while to reach the principal thoroughfares of trade is a matter of still less trouble. It is therefore convenient alike to the fastidious tourist, the banker on Wall Street and the transient guest. The ornate and substantial elegance of the house impresses the stranger at once as a first-class hotel in all respects, while its wide-open door reveals a cordial welcome and all the appointments of an elegant private mansion. In its situation and in its architecture the desiderata of light and ventilation have been wonderfully well secured. Situated on the highest ground in the city, its upper stories command extended views of the Hudson and East rivers, the Bay and Staten Island, and far across Westchester County, beyond Central Park. The suites of rooms, for which this house is especially noted, are unequalled as regards decorations, and for exquisite elegance and beauty. Its cabinet work also challenges comparison with the finest specimens in this country or Europe, and visitors never tire of admiring the artistic effects produced by the Hungarian and Russian ash, satin wood, rosewood, French and Turkish walnut, mahogany, and the cherry, maple and redwood of our country. The frescoes are elaborate and superb, and the law of harmony reigns supreme in all decorations. The beautiful design of the Four Seasons, which forms the nuclei of the decorations of the grand dining hall, is special food for the study of the lovers of the beautiful in art; while in the "Octagon Room"—pronounced the finest apartment in the world—are the large paintings of "Aurora" and "Sappho"—representing Morning and Night, after original and striking designs, together with other decorations, which in this room alone cost \$25,000. Sixteen varieties of marble are used in the vestibule and other portions of the building, while the grand staircase of marble has walls of pure Italian and panels of dark Lisbon, and the wine room is lavish in its marble finishings. The marts of the world have been ransacked for the decorations and furnishings of this palatial hotel. The interior appointments are in keeping with its international reputation, the sanitary arrangements are perfect, the means of escape in case of fire are unrivaled, and, to sum up the matter, everything that art, science and capital can devise has been utilized for the safety and comfort of guests. The culinary department is unexcelled, and everything of the best is to be found in the menu. The Windsor has always been the popular resort of leading bankers and brokers, and railway officials who have made its spacious vestibule their rendezvous after business hours, and many important schemes in finance have

been created and elaborated under its roof. The nobility of Europe make it their home while in New York, and its registers contain thousands of the prominent names of the age in financial, political, theatrical and professional life. It meets every want of the traveling public, and at rates which are extremely moderate for such splendid accommodations—to praise which is like gilding refined gold.

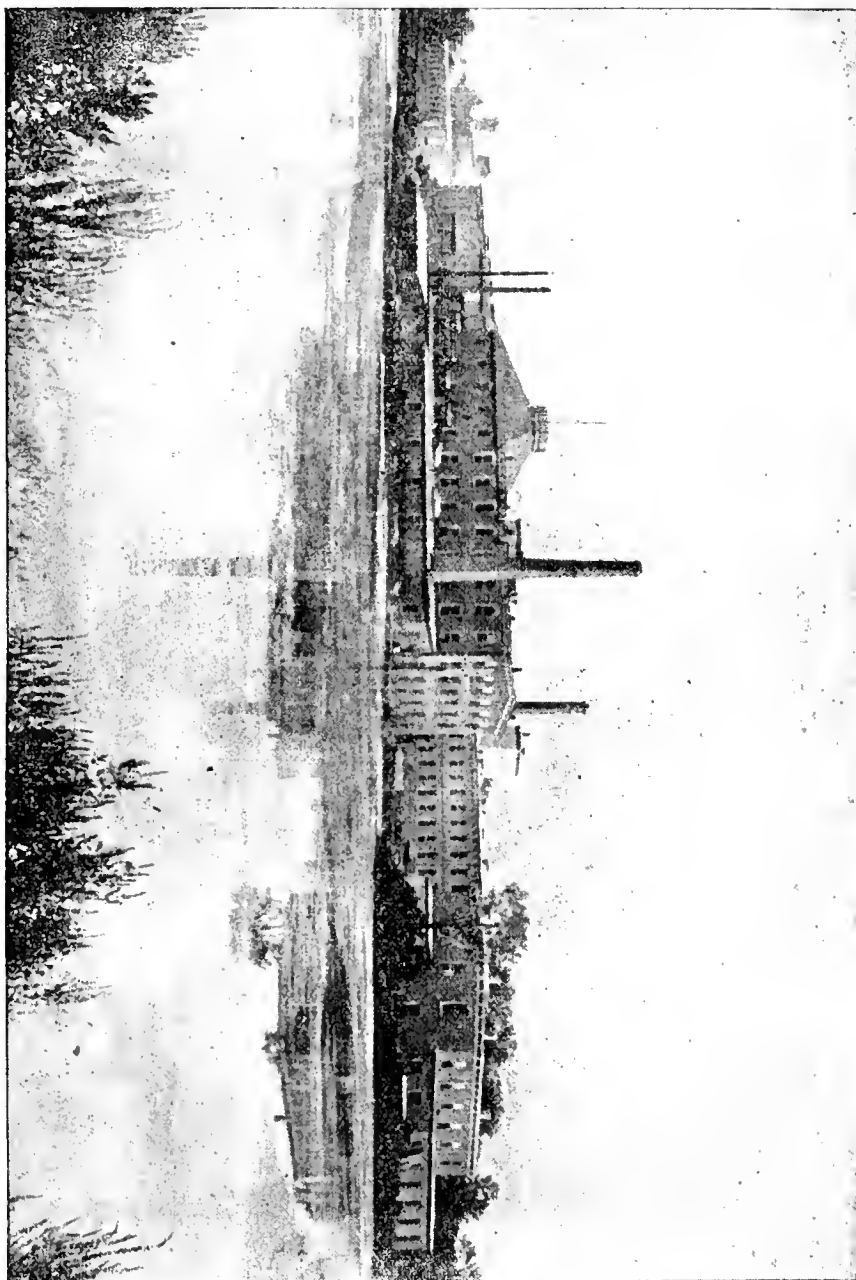
**CURTIS COE BEAN**, Arizona Mining Lands, No. 11 Wall Street, Rooms 56 and 57.—Although that portion of the country known as Arizona has been an integral part of the United States since 1863, but little progress was made towards developing the resources of the territory for nearly a decade later. And, even then, there was scarcely any industry save grazing and stock raising, and these were pursued in a somewhat primitive manner. True, the soil was remarkably fertile in certain sections, and timber lands abounded, but the absence of transportation facilities placed a mighty barrier in the path of the pioneer. Still another great difficulty that presented itself was the drought, no rain falling for practically two-thirds of the year. Under such circumstances it is doubtful if the newly acquired territory would have ever proved a very inviting region to the settler were it not for the discovery of rich deposits of metals and minerals which have been found in every district explored, and which, for abundance and variety, surpass those of any other state or territory. The gold and silver lands of Arizona are virtually inexhaustible, while iron, copper, quicksilver, coal, sulphur, salt, etc., are found on every hand. Opal pebbles, sapphire, garnets and other precious stones have also been discovered. The Southern Pacific Railroad now traverses the territory, and canals for irrigation purposes are in progress of construction, and, altogether, indications point to a great future for Arizona. In all this material progress and development the personality of Hon. Curtis Coe Bean has been a notable and distinct factor, and is destined to be still more closely connected with the history of the territory. Mr. Bean, who is a gentleman in the full meridian of life, was born in New Hampshire, in the White Mountains, and is a man of untiring energy and unmistakable enterprise, largely endowed with the progressive characteristics proverbial of the veritable Yankee. He spent twenty-three years in Arizona and is known to almost every man, woman and child in the entire territory. He has been in the territorial legislature, served as Senator in the upper house and was her representative in the United States Congress in 1885 and 1886. Mr. Bean, who has his offices at rooms Nos. 56 and 57, No. 11 Wall Street, and at Prescott, Arizona, owns, and is interested in a large amount of lands and mining property in the territory. He has, besides, a considerable piece of agricultural land in Yuma County and an extensive tract of land in the State of Durango, Mexico. His mines and mineral lands, which extend all over the territory, yield gold, silver, copper, lead and other metals, besides coal, while he also controls some timber lands. Mr. Bean, who is now building a canal for irrigating purposes in Yuma County, is developing the whole section of the country in which his interests are located. These will in a short time be rendered very valuable, and it is with a view of placing the same on the market that he has opened the office in New York. Correspondence is solicited, and all communications relative to Mr. Bean's Arizona property for sale, will receive prompt response.

**C. H. WHITE & CO.**, Bankers, Nos. 72 and 74 Broadway, No. 9 New Street.—Among the houses which have achieved prominence in the banking and investment circles of New York, and command a large and influential patronage, is that of C. H. White & Co., whose office is located at Nos. 72 and 74 Broadway and No. 9 New Street. This business was organized six years ago by the present proprietor, Mr. C. H. White, and he has given untiring attention to the wants of customers requiring information relative to profitable investments, and his advice and judgment on all matters are of the greatest value to intending investors. He has developed a large, active and most desirable patronage, is in a position to promptly fill all orders, and possesses an intimate knowledge of every feature of the bond and money markets. Mr. White gives special attention to the subject of investments for institutions and trust funds, and has special facilities for successfully operating in this line. His correspondents are Cassett & Co., Philadelphia; and Parkinson & Burr, Boston. Mr. White carries on a general banking and investment business, and is highly esteemed in financial circles for his executive ability and integrity, and those who give their orders to this house will find their interests guarded and protected in every judicious and available manner.

**DARLING BROS.**, Loans on Bond and Mortgage, Benedict Building, No. 171 Broadway.—Prominent among the active members of the Real Estate Exchange of this city is the firm of Messrs. Darling Bros., who make the negotiation of loans on New York City Real Estate their exclusive business, and whose offices are located in the Benedict Building, No. 171 Broadway. This firm established their business here in April, 1888, and have already developed a large and permanent patronage of a strictly first-class character. They are recognized as possessing superior qualifications for doing business in the loan market, having conservative judgment, an intimate knowledge of the values of New York realty, while their career has been marked by a display of that tact, energy and appreciation of their clients' interests so essential to permanent success in the city. Their extended and influential connection enables them to secure much inside information of material benefit to themselves and their large clientele. They are thus prepared to deal more liberally and on more favorable terms with mortgagers and owners than those who have not made this their exclusive business. The members of the firm, Messrs. William L. and Remsen Darling, are native New Yorkers.



**N**EWBURGH BLEACHERY, Chadwick Bros., Agents, No. 115 Worth Street.—Not the least important feature in the manufacture of linen and cotton cloths and kindred goods, is the effective bleaching of them in the best style, at prices that do not add too largely to the total cost. A firm that is favorably known in this connection, and than which perhaps none has played a more important part for the past thirty years is

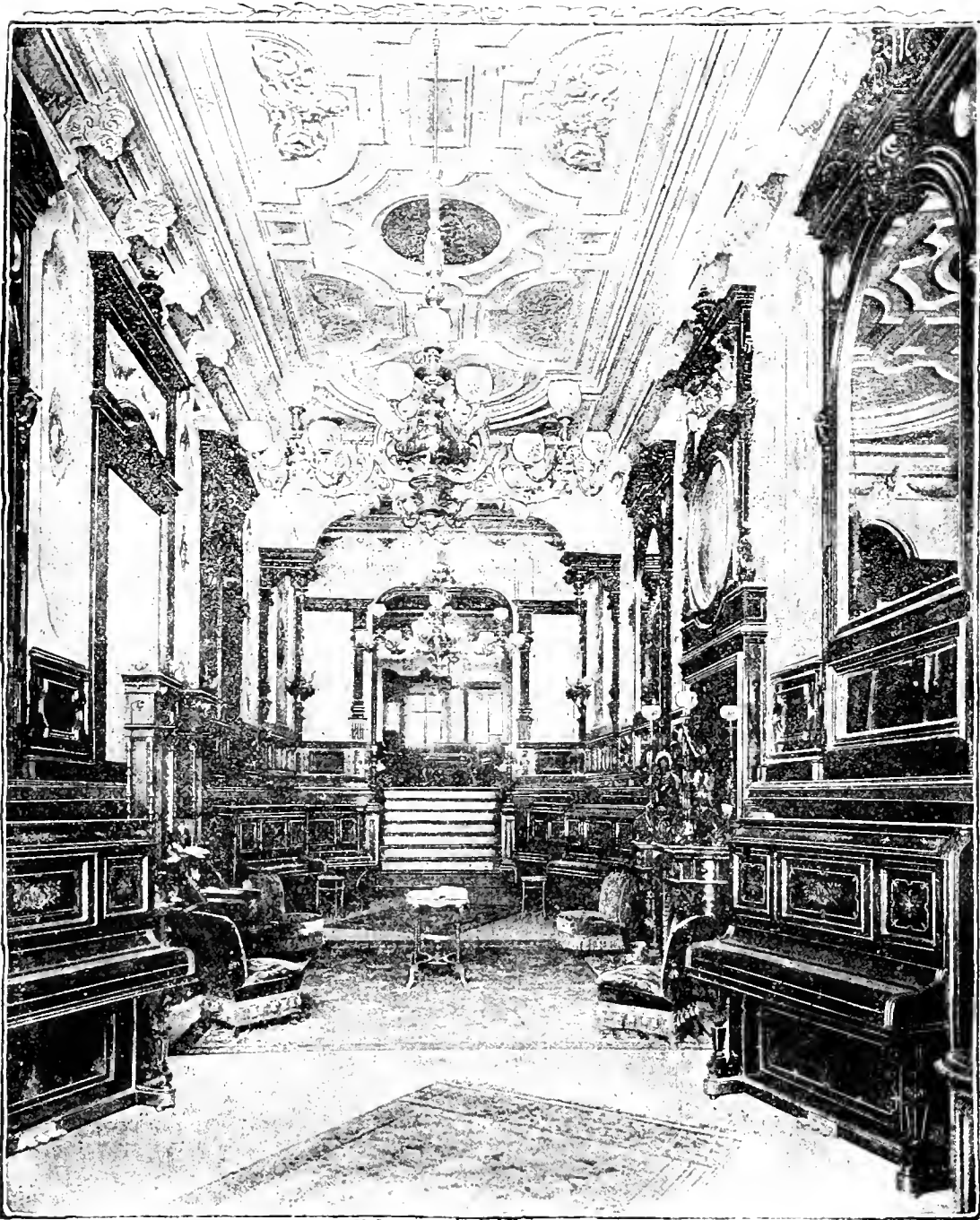


NEWBURGH BLEACHERY, NEWBURGH, N. Y.  
CHADWICK BROS., AGENTS.

Messrs. Chadwick Bros. of No. 115 Worth Street. This famous, prominent, and reliable house receiving orders from manufacturers in every part of the Union where the services of such an industrial concern are required. The house of Chadwick Bros. derives its importance from its admirable representation of the famous Newburgh Bleachery, at Newburgh, Orange County, N. Y.; a very large establishment equipped in a really model fashion, and manned by a little army of trained workmen. Sheetings, shirtings, drills, pocketings, lawns, nainsooks, etc., are perfectly bleached and finished and the bleaching and napping of Canton flannels, and also the napping of cotton dometts, flannelettes, etc., is a great specialty of the house. For work of this kind in all grades Messrs. Chadwick Bros. are able to quote prices that cannot be beaten for work of similar quality, and they are also in a position to undertake prompt and punctual delivery. Of this firm the executive officers are Mr. James Chadwick, president; and Mr. Joseph Chadwick, treasurer; both gentlemen are of middle age, prominent in the commercial circles of the city and generally and deservedly popular.

**B**EHR BROTHERS & CO., Pianos, Warerooms: Behr Brothers Hall, No. 81 Fifth Avenue.—The firm of Behr Brothers & Co., the celebrated piano manufacturers of New York, afford an illustration of what enterprise, pluck and perseverance can do in this country. Although in existence but ten years, the house to-day is one of the well-known institutions and its piano a favorite throughout the country. Indeed it would be hard to find a parallel for the rapidity of the growth of this establishment. Its record in the past year, particularly, has proved something astonishing, and the Behr Brothers & Co. piano ranks with the high-grade instruments of long standing. It seems to have suddenly sprung into the prominence that its merit warrants, and in the estimation of the great public has leaped from the position of one among many new instruments to the commanding position of one among few tried and approved high-grade pianos. Behr Brothers & Co., commenced the manufacture of pianos in 1881 in New York and in 1890 incorporated under that name, with a paid-in capital stock of \$450,000, the incorporators being Mr. Henry Behr, Mr. Edward Behr, Mr. Emil Hurtzig, Mr. Charles L. Burchard and Mr. Siegfried Hausing. Mr. Henry Behr, the head of the house, was born in Hamburg, Germany, in 1848, and was brought to this country at a very early age. While he was still a mere boy the civil war broke out and young Henry served for one year in the Army of the Potomac. Shortly after the close of the War he turned his attention to the piano trade for a business and began the manufacture of cases in 1875. He had originality of idea and many of the beautiful designs that became popular were the work of his ingenuity and artistic taste. In 1881 Mr. Behr was joined by his brother Edward, and the manufacture of pianos commenced, and this was the beginning of the great house that to-day occupies so prominent a place in the music trade of the country. Mr. Behr is a thorough business man, honorable, conscientious and straightforward and those who know him appreciate him and those who appreciate him rejoice at his marked success in life. Mr. Edward Behr was born in Brooklyn in 1856 and entered business life by taking a position with a brother's firm where he remained until 1881 when he joined Henry Behr to form the piano house now the subject of this article. For a time he traveled considerably in the interests of the house and always with greatest success, but latterly the growing correspondence and duties of the home institution have occupied all of his time. Mr. Charles L. Burchard, is the secretary of the company, was born in Brooklyn in 1849, and in 1882 when Mr. Behr asked him to take charge of the office of the new piano house. Mr. Burchard accepted the offer and just how well fitted he is for the duties of the position may be judged from the fact that on January 1, 1889, he was admitted to the firm, and when the stock company was formed, one year later, he was made secretary. The factory is located at Nos. 292-298 Eleventh Avenue, corner of W. Twenty-ninth Street, and like everything connected with the firm is modern, thoroughly equipped and up to the times. When the firm started in business they declared it to be their purpose to make only a high-grade piano. They looked for a reputation and worked for it and have allowed nothing to interfere with the original plans. With this end always in view they have constantly sought improvement in everything—tone, action, scale, designs, everything that makes the instrument, in fact. Within the past year they have brought out a new upright scale that has proved a thorough success. It is original throughout, and as combined with the system of stringing, peculiar to the Behr piano, produces a musical effect at once marked and beautiful. The system of stringing equalizes the pressure of the bridge on the sounding board and with the new scale the effect is more prominently shown, for the tone is of great volume and resonance throughout and shows decided improvement over the older makes from the same factory, excellent as they were always deemed. The grand piano manufactured by Behr Brothers & Co. has lately become widely celebrated, both at home and abroad by the hearty indorsement of such authorities as Von Bulow, Scharwenka and Moszkowski, each of whom has spoken in terms of highest commendation. Indeed, the great Scharwenka has given numerous concerts in the larger cities of this country using exclusively the Behr grand. The pianos are high grade throughout, in tone, workmanship and design, and are placed by the side of the renowned makes of the world. They are made for a first-class instrument, at a first-class factory, by first-class makers, and they hold their own wherever placed. The company have recently moved into their new and elegant warerooms at No. 81 Fifth Avenue—rooms that are palatial in their magnificence. The building is 125 x 34 feet, four stories and basement, and contains the most elaborate music parlors and studios in the country. A large music hall seating four hundred people, is located on the second floor. The carvings and decorations are remarkable and must be seen to be appreciated. The general offices of the company are convenient and handsome and the whole building superior to anything of the kind in the country. Behr Brothers & Co., in addition to their New York house, have branch houses in Philadelphia and St. Paul. The house in Philadelphia is a stock company with \$150,000 capital, known as Hurtzig, Fleming & Co. The St. Paul house is also a stock company with \$100,000 capital, and known as Howard, Farwell & Co. Both of these branches are very important concerns. Thus it will be seen that Behr Brothers & Co. are well equipped in every way for the great business that has come to them and for the large increase that will naturally come—especially by the reputation their beautiful piano will gain from the Scharwenka tour. The firm is composed of young men, honorable and ambitious—is popular throughout the country, is backed by large capital and turns out a piano that is strictly high-grade, both grand and upright. What can stop the march now so triumphantly going onward—onward—onward?

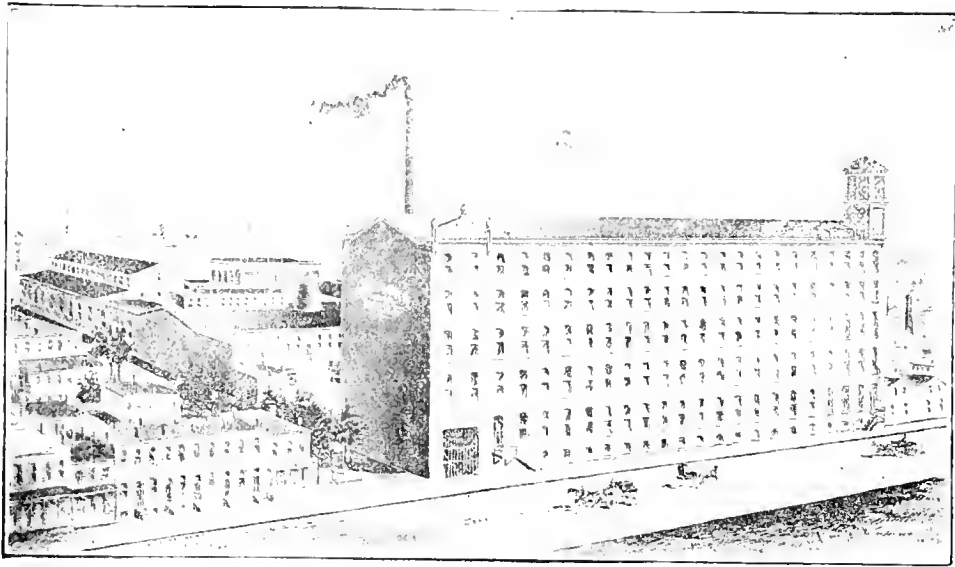
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INTERIOR OF BEHR BROS. & CO.'S WAREROOMS.  
(See article on opposite page.)

**JOHN H. GRAHAM & CO.,** Hardware, No. 113 Chambers Street and No. 95 Reade Street.—As manufacturers' agents the firm of John H. Graham & Co. is respected by half a hundred of the most eminent hardware manufacturing houses of America, whose interests in this city are entrusted to its hands, and it therefore follows almost without saying that the firm is one to which exporters and wholesale dealers largely look for the supply of their requirements in regard to almost everything that is even remotely akin to the hardware trade. The comprehensive sample stock carried by the house at its spacious building, 25 x 200 feet in measurement, at No. 113 Chambers Street and No. 95 Reade Street, embraces everything in the way of builders' ironmongery, a very complete list of tools for use in building and manufacturing trades, agricultural implements of all descriptions; household requisites such as presses, wringers, and fluting machines, while church and farm bells find their place among a considerable number of articles which it is difficult to classify under any specific heading. The eminent firm under comment was founded on Chambers Street in 1870, under the trading title of Graham & Haines; and in consequence of development of its trade removed to the present quarters fifteen years ago, and became J. H. Graham & Co. in 1882, the partners now being Mr. John H. Graham and Mr. William A. Graham, gentlemen in the prime of life whose alert and well directed energies have built up a trade of great proportions in this country and abroad, for the former of which they are represented outside by ten salesmen, and the latter referring to agricultural implements which are sent to Europe, and particularly to the agricultural centers of Scotland. They are: American Machine Co., freezers, wringers, fluting machines, etc. Lane Bros., grocers' coffee mills, self-measuring faucets and Lane's hangers and track. Henry Diston & Sons, saws, tools, files, etc. Hartford Hammer Co., hammers forged from solid cast steel. Anburn Tool Co., bench and fancy planes, all kinds. George M. Eddy & Co., measuring tapes. Largest line in the world. Loring & Parks, tacks and rivets. Hobart B. Ives & Co., sash locks, door bolts, etc. Queen Anne Screen Co., extension screens, window sticks and corners, etc. Barton Bell Co., hand, house, ear and sheep bells, sleigh bells, etc. Double-Pointed Tack Co., double-pointed tacks, blind staples, spring staples, etc. United States Cord Co., braided sash cord, etc. Romer & Co., night latches, iron and brass padlocks. Standard Flint Paper Co., flint paper, emery cloth, etc. E. S. Hotchkiss, Hotchkiss' rat killers, metallic mouse traps. The Coes Wrench Co., Coes' genuine screw wrenches. Iron City Tool Works, vises, picks, mattocks, grub hoes, sledges, etc. Henry Knickerbacker, scythes and grass hooks. Seymour Smith & Son, pruning shears, breast drills, bull rings etc. Derby & Ball, scythe snaths. American Screw Co., wood screws, etc. Watertown Thermometer Co., thermometers, storm glasses, etc. Jones, of Binghampton, scales, etc. Lawrence Curry Comb Co., curry combs. T. C. Richards Hardware Co., picture nails, bright wire goods, etc. Joseph Mallinson, scissors and shears. A. W. Brinkerhoff & Son, Universal corn huskers. P. Lowentraut, mechanics' and plumbers' tools, skates, etc. D. W. Bosely & Co. weather strip, floor scrubbers, window cleaners, etc. Birmingham Plane Manufacturing Co., iron planes. McKinney Manufacturing Co., wrought butts and hinges. Sanford & Hawley, wood mouse traps. L. S. Watson Manufacturing Co., cotton wool, horse and curry cards. Gay & Parsons, ratchet screw drivers, etc. Tinker & Dorsey Manufacturing Co., alarm tills, saw bucks, towel racks, etc. Phoenix Caster Co., Martin's patent casters. Snell Manufacturing Co., cast steel augers and bits, ship augers, etc. The Pike Manufacturing Co., scythe stone. All kinds oil stones, etc. W. H. Howell and Co., Geneva fluters, laundry irons, etc. The Storm Manufacturing Co., Cannon diamond pointed nail set and N. Y. safety dumb waiters. Chadborn & Caldwell Manufacturing Co., lawn mowers, beef cutters, etc. D. H. Burrell & Co., butter and cheese tryers, flour testers, etc. C. S. Bell & Co., church and farm bells. Chalfant Manufacturing Co., toilet and gas irons. Sinclair & Scott Manufacturing Co., apple, peach and orange parers, ice creepers, fruit pressers, etc. New Departure Bell Co., door and call bells. Chantrell Tool Company, nail pulls, screw drivers, tool handles. Slaymaker, Barry & Co., jail locks, etc. The principals are well known and highly respected traders of New York of which city they are natives.

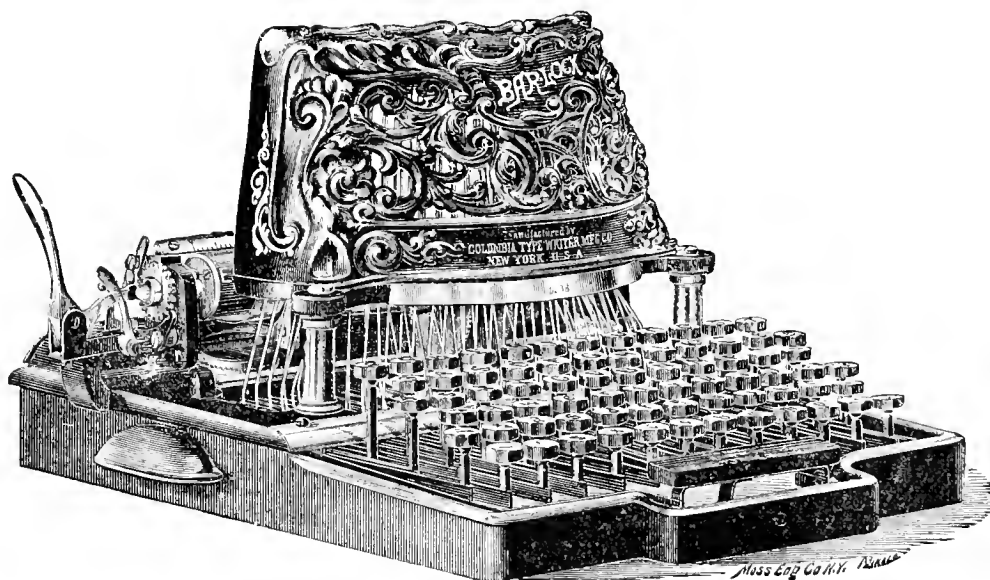
**LARTER, ELCOX & CO.,** Manufacturers of Jewelry, Nos. 41 and 43 Maiden Lane.—There is perhaps no other line of business which has arrived at greater prominence in New York than that of the manufacturing jewelers' trade, of which the house of Larter, Elcox & Co. are eminent representatives at Nos. 41 and 43 Maiden Lane. This business was originally established in 1865 by Davis & Elcox. There were several changes made in the business from that date down to the year of 1890, when the firm became known under its present title. All of the active partners are natives of New Jersey, the individual members being Frederick H. Larter, Mrs. A. Elcox, who is the widow of one of the founders of the house, William H. Jones, and Theo. M. Woodland. They comprise one of the most reliable houses in the manufacturing jewelers' trade, and are all noted for their capable business talent and loyalty to integrity, a law laid down by the men who established the business. They manufacture fine gold jewelry, rings, stone lockets, seals, stone and gold buttons with lever backs, patent spring back studs, lever collar buttons, children's plain, chased and set rings, knot rings, etc., the making of rings of the most unique designs, in fact, in all styles, being their specialty. They carry a very large and fine stock of goods, and do an extensive business in all parts of the United States. They have a factory at No. 363 Mulberry Street, Newark, N.J., of considerable dimensions, where they employ fifty persons. Their New York office, at Nos. 41 and 43 Maiden Lane, is neatly arranged, and covers a space of 25 x 50 feet. It is located upstairs, and affords convenience for the firm's large line of customers, a patronage which they highly merit as a reward for honorable business transactions.



ORINOKA MILLS.

**B.** L. SOLOMON'S SONS, Furniture Fabrics, Drapery Materials, Lace Curtains and Portières, No. 29 Union Square, Corner Sixteenth Street.—The development of the fine arts as applied to the utilitarian purposes of the outfit and decoration of the home has become a marked and most gratifying feature of the age. To the eminent house of B. L. Solomon's Sons, of this city belongs the credit of popularizing the choicest artistic achievements of the cabinet maker, the upholsterer and the decorator. The firm are manufacturers, importers and wholesale dealers in furniture, fabrics, drapery materials, lace curtains and portières, making a leading specialty of interior decorations, and have their headquarters at No. 29 Union Square, corner of Sixteenth Street. This house is not only the largest and most exclusive of its kind, but it is also the oldest in the city. It was founded in 1834 by Mr. B. L. Solomon, a native of England, who had arrived in New York two years before. In 1840, the firm of Solomon & Hart was organized, which was dissolved by the death of Mr. Hart in 1862, and in the following year the firm name of B. L. Solomon & Sons was adopted. In 1880, the honored senior partner retired, and his sons, Messrs. Sol. B., J. H. and S. B. Solomon, with Mr. D. D. Earle have since continued the business under the present name and style. These gentlemen possess every possible qualification, including ability, experience and perfected facilities, and they carry the largest and finest stock of upholstery goods, lace curtains and drapery materials to be found in the metropolis. Their fine establishment, fronting on Union Square, is four stories high, 28 x 140 feet in dimensions, and is handsomely fitted up, thoroughly organized into numerous departments, and gives the most realistic idea of the character and appearance of the furniture fabrics in household surroundings. A large volume might be filled with descriptions of the beautiful goods manufactured by this firm for leading houses of this and other cities. Their main factory, called the Orinoka Mills, located in Philadelphia, is a substantial five-story building, 80 x 200 feet in dimensions, together with twelve large outbuildings, and the equipment includes every modern appliance and ample steam-power, and steady employment is given to seventy-five skilled workmen. This was the first factory established in this country to make a fine class of goods. Every article made is subjected to the close inspection of the firm, while they are also extensive importers of the richest upholstery goods, heavy curtains in new patterns of Lar Romans, Sheilas and Velours, and high art fabrics of the popular renaissance styles, silk damasks, velours and rich silks in vast variety; brocatels, sateens, plushes, etc., from Paris, London, Geneva, Vienna, Berlin and other European capitals. The stock here displayed is worth a cool million, and steadily maintains the lead for variety, quality and fair prices. A corps of talented salesmen represent the interests of the house to the trade throughout the country, and the business aggregates \$1,500,000 annually. Agencies are established in Boston, Philadelphia, Baltimore, San Francisco, Chicago, and in Paris and Manchester, Eng. Mr. S. B. Solomon resides in Paris, as the buyer for the house. The co-partners are all native New Yorkers, members of the Chamber of Commerce, and gentlemen of rare business tact and enterprise, who have won their pre-eminence in this field of commerce by honestly deserving it.

COLUMBIA TYPEWRITER MANUFACTURING COMPANY, No. 146 Centre Street.—There is probably nothing in the line of labor-saving machinery which has come into such general use in the same space of time as the type writer, its popularity being evidenced by the vast variety of them that have been placed on the market of recent years. Many of these are of very little practical utility and some of them are utterly worthless. One which has stood the test of time and which has steadily won its way into public favor as a reliable, durable machine that will do first-class work is the Columbia "Bar-Lock" Typewriter, which has many points of superiority over any other in the market. It is manufactured by the Columbia Typewriter Manufacturing Company, whose establishment is eligibly located at Nos. 146 to 150 Centre Street. This concern is under the individual proprietorship of Messrs. J. Freudenthal and Charles Spiro, who established it six years ago. Their typewriters had a rapid sale from the start, the public being by no means slow to recognize their superiority over those of other makes, and they now not only have a large sale throughout the United States but are exported to every quarter of the globe. There are two factories, one at Woonsocket, R. I. and one at No. 146 Centre Street, New York, and they



are equipped with the most modern manufacturing facilities. The members of the firm are energetic, pushing business men, and their success is a striking illustration of what can be achieved by straightforward, honorable business methods and dealing only in first-class, reliable goods. Mr. Charles Spiro, the inventor of the Bar-Lock typewriter, and a member of the firm, is one of the foremost and most experienced typewriter constructors in this country, and his original ideas and practical methods have taken such form in this, his latest achievement, that it has been appropriately designated "the modern writing machine." While employing the thoroughly tested type-bar principle in this machine, he has so designed it that instead of printing underneath the platen, it writes on top of the platen, and in full view of the operator. This radical departure avoids the necessity of lifting the carriage or shifting aside the ribbon to see the writing and very materially saves time and effort, and in leaving the carriage undisturbed adds to the durability of the machine. The permanency of its alignment is secured by an ingenious device, consisting of a series of pins around the printing point, adapted to lock each bar as it descends in the act of printing, and the machine by reason of this feature is named the Bar-Lock. There are no shift keys on this machine and the depression of any key directly prints its respective character, and the touch and its general responsiveness has made its characteristic of "unlimited speed" well known and appreciated. It possesses more automatic movements than any other typewriter, thus saving the operator's care and attention in their manual performance. A new ribbon can be inserted in the machine in half a minute, and it takes care of itself thereafter, reversing automatically at each end, until it is worn out. Corrections can be more easily made and columning more readily done than on any other machine, while the adjustments for margins and bell ringer are exceedingly simple and accurate. The machine is beautiful in design and compact and deservedly enjoys a wide and growing popularity.

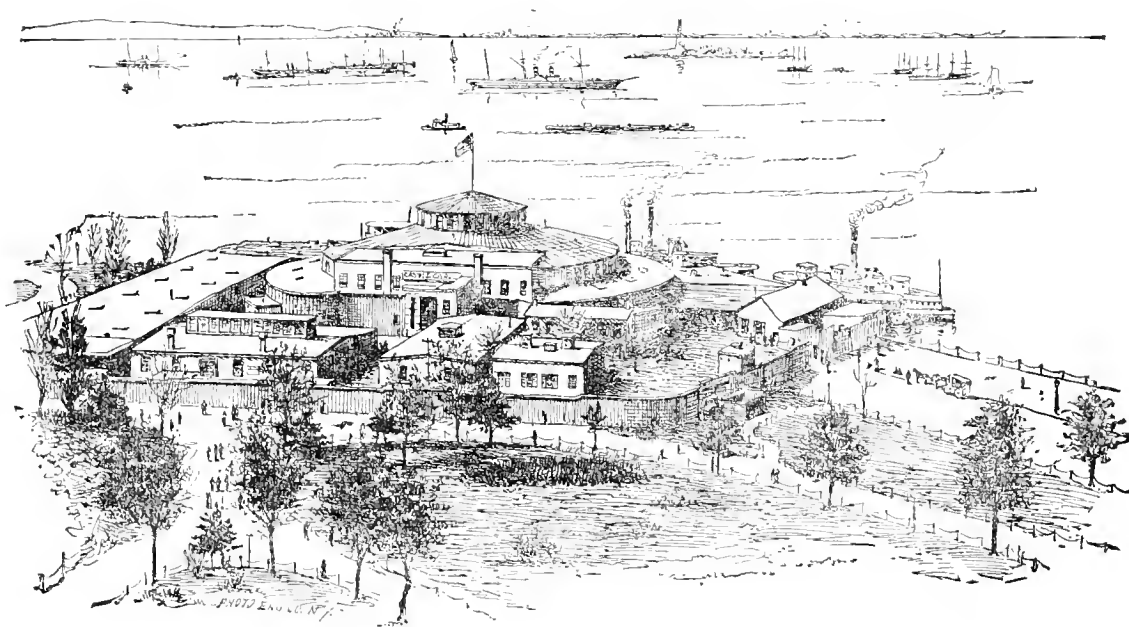
**L**OUIS WINDMÜLLER & ROELKER, Importing Commission Merchants, No. 20 Reade Street.—The term "commission merchants" as applied to mercantile houses in New York, sometimes has a very limited meaning, but in the case of the eminent and responsible old house of Louis Windmüller & Roelker, the title implies the handling of dry goods, groceries and indeed almost every description of merchandise that can be imported with advantage from any of the European countries to this city. To those well acquainted with the standing and scope of the great mercantile houses of New York, the unchallenged eminence of the house is a matter of common knowledge, while to others, who are not so informed, a visit to the spacious premises of the firm at No. 20 Reade Street, and an inspection of the very miscellaneous and heavy stock carried in the four upper floors, each 20 x 75 feet in size, at once conveys a correct, though incomplete idea of the wide ramifications of its trade; the whole of the merchandise there to be found being of imported varieties, and being, in fact, obtained direct upon the most favorable terms. These, the time honored house are able to secure by virtue of the versatile knowledge possessed by its principals of the intrinsic and market value of goods, their acquaintance with the best sources of supply, and by reason also of the old associations they have, dating back in many cases to the inception of the enterprise in 1864. Moreover they have the advantage of a branch house at Frankfort-on-the-Main, where they are ably represented by Mr. Erwin Roelker; and the vantage ground gained by these several means is potent in enabling them to command a trade in all parts of this country. The partners are Mr. Louis Windmüller and Mr. Alfred Roelker, both gentlemen of German birth, in the active prime of life, who reside in this city and have long been counted among its most prominent merchants.

**A**LFRED SELLERS, Photo-Engraving Processes and Zinc Etching, No. 44 Ann Street.—Though but a comparatively short time established, the gentleman whose name stands at the head of the present sketch has built up a widespread and substantial business connection. He is a manufacturer of and general dealer in appliances and appurtenances for photo-engraving processes, zinc etching supplies, drawing materials and kindred articles, with shop and salesroom conveniently situated at No. 44 Ann Street, and his trade, which extends throughout the United States, Canada, South America, Great Britain and Australia, affords evidence of steady increase. The secret of Mr. Sellers' prosperity is not far to seek, however. Turning out and handling a distinctly superior class of apparatus and goods for the purpose indicated, quoting prices exceptionally low, workmanship and material evidenced, and withal a young man of practical skill and thorough experience, he has been enabled by push and energy to acquire the flourishing patronage he deservedly enjoys. The quarters occupied on the third floor of No. 44 Ann Street are commodious and well equipped, ample steam-power and all needed facilities being at hand, and several competent assistants are employed. A large, varied and first-class assortment is always kept in stock, comprising M. Wolfe's fine-line, half-tone process screen plates, polished pure zinc plates in great variety, polished copper plates of all kinds and all sizes, French rollers, roller cases, inking slabs, etching inks of every description, camel's-hair brushes, powder boxes, improved glass-bottom etching tubs, printing frames, ink spatulas, pincers, files, steel hooks and tools of the trade generally, routing machines and knives, circular, gig and cabinet saws, metal casting boxes, shooting boards, etc., copyholders, plate holders and accessories, chemicals, colors, oils, gelatines, sensitizing substances, solutions, etc., etc., also a full and fine line of drawing materials, steel pens, pencils, mathematical instruments, and in short everything comprehended in photo-engraving, zinc etching and drawing requisites, finely-polished zinc of absolutely pure quality for half-tone work being a leading specialty. Zinc and copper plates and other devices above noted are made to order likewise in any desired size at short notice, and satisfaction is guaranteed in every instance, every article sold being fully warranted, while the very lowest consistent prices are quoted. All orders for anything in the line indicated are attended to in the most expeditious and trustworthy manner, and catalogue and price-list are cheerfully furnished upon application, all communications of a business nature receiving prompt response. Mr. Sellers, who is a gentleman in the prime of life, was born in England, but has lived in this country since boyhood. He is a man of entire reliability in his dealings, as well as of energy, skill and experience, and unless all the signs fail, his success is of the kind to endure and increase.

**G**KINSCHERF, Practical Lithographer and Power Press Printer, No. 27 Beekman Street.—New York is famous for the production of very fine, effective and artistic lithographic posterwork, and the firm which, during the past ten years has been accorded, very justly, a large share of the credit for this, is that of Mr. G. Kinscherf of No. 27 Beekman Street, whose talented, practical proprietor has had thirty-seven years experience in this line of business, inclusive of every variety of work that comes within the range of the lithographer's labors. The firm has premises consisting of the third, fourth and fifth floors of the building named, each being 25 x 100 feet in size; that on the third being reserved for its office, warehouse, etc., and the two above, which are devoted to industrial purposes, being provided with four fine steam-power presses, and ten modern presses, besides all the additional appliances which go to make a lithographic establishment complete. A force of twenty-five thoroughly expert workmen are employed in the branch of printing specially referred to, in all its ramifications, from a card to a poster; letter-press printing, which is also undertaken, being given out by contract. The proprietor, who gives his attention ungrudgingly to the affairs of the business, and is content that nothing shall leave the premises which fails to reflect upon the house the highest credit, is a gentleman of German birth, twenty-two years a resident of Brooklyn, and now regarded as one of the foremost men in his trade in New York.



**D**E PINNA, Boys' Outfitting, No. 394 Fifth Avenue.—Even in catering for the élite, it has not been the general custom to give the same careful and skilled attention to the clothing of boys—especially of small boys—as is bestowed upon that of their seniors; and the fact that the establishment of Mr. H. De Pinna, at No. 394 Fifth Avenue, is a notable exception to this rule, has won for it a very large amount of appreciation, brought to it a most influential patronage, and rendered it one of the most flourishing businesses of its kind in the city. The commanding located store is 25 x 100 feet in expanse, is fitted up in a very handsome style, is luxuriously carpeted, and what is more to the point—is heavily stocked with goods that cannot be excelled, either for their great durability, their fineness of texture, their conformity with the newest kinds and patterns of cloth, or for their stylishness in make up. Devoting itself to boys' outfitting, it has a very complete assortment suitable for boys from three to fourteen years of age, inclusive of English sailor suits, dress suits, school suits, reefing jackets, overcoats, ulsters, etc., the wealth of choice being such as cannot fail to meet the wishes of the most fastidious and exacting. English hats and caps also have the best of representation, as do also ladies' and misses' yachting costumes. In connection with this successful business thirty skilled work people are employed, and no pains are spared by the talented principal to give unqualified satisfaction to patrons, his leading characteristics being a very rigid adherence to such old methods of conducting the business—either in the industrial or mercantile branch—as have been proven and endorsed by long usage. Mr. De Pinna, who founded his present enterprise in 1884, is a gentleman of English birth, of middle age, and seven years a resident in this country.



BATTERY PARK AND CASTLE GARDEN

**E.** N. DORING, Folding Beds, No. 59 West Fourteenth Street.—The great demand which now exists for folding beds of all kinds, has been materially accentuated by the excellence of these highly useful inventions, as turned out by some of the leading manufacturers, prominent among whom is the well-known house of E. N. Doring, patentee and manufacturer of the "Doring" Folding Bed, in all styles and at competitive prices, located at No. 59 West Fourteenth Street. The simplicity, efficacy and high artistic design and finish of the "Doring" over and above other folding beds, have been mainly responsible for the abnormal success with which this firm has met; and the trade it now controls, among the most representative and enduring patronage, extends to all the chief commercial centers throughout the Union, necessitating the regular employment of five duly qualified assistants. The premises, at the location indicated, consist of a building 25 x 75 feet in area, well fitted to meet the exigencies of the business, a large stock of the celebrated "Doring" Folding Bed in its numerous styles being always on hand; also a large assortment of Furniture and Bedding. The very able and enterprising proprietor inaugurated the undertaking four years ago, and is also responsible for its highly efficient management ever since. He is a native of New York, still a young man, and is a prominent figure, alike in business and social circles.



**C**ARL L. JENSEN CO., Manufacturers of Carl L. Jensen's Pepsin Preparations, No. 100 Maiden Lane.—Wonderful discoveries of untold value to the human race have been made in recent times by scientific specialists, especially in the medical profession, and one of these, in the opinion of the highest authority among members of that faculty, is Dr. Carl Jensen's Crystal Pepsin. This pepsin is conceded to have successfully challenged all other similar preparations, the exact mode of its manufacture being the discovery of Dr. Jensen, through the main fact that it is a digestive ferment obtained from the broken up tissue of the animal stomach, preferably of the hog. Experiments which have been made with the pepsin have demonstrated that it possesses marvelous potency in the digesting or dissolving of coagulated albumen and nitrogenous food, and the immense demand for this medical preparation by physicians, who prescribe it freely in all cases of impaired digestion, led to its being put on the market in tablet form as being more convenient for handling on the part of the public. As a medium of general commerce the business was started ten years ago by Dr. Carl L. Jensen, and in 1887 it was incorporated as a company under the state laws of New Jersey, with a paid up capital of \$100,000. Placed upon the market in a manner commensurate with its merits, the volume of business done in this valuable preparation has grown by leaps and bounds, and the company has branches in Toronto, Canada; London, England; Dresden, Germany; Geneva, Switzerland; Paris, France; Copenhagen, Denmark; Moscow, Russia, Cuba, South America and Mexico. The laboratory is in New Jersey, and the trade is world wide. The central office is at No. 100 Maiden Lane. From that center the trade throughout the United States is conducted, and reaches a large yearly aggregate. Dr. Jensen, the eminent discoverer, was born in Germany, but has resided in this country for a quarter of a century, and while winning great admiration from medical practitioners both here and abroad, is regarded as one of America's most enlightened citizens.

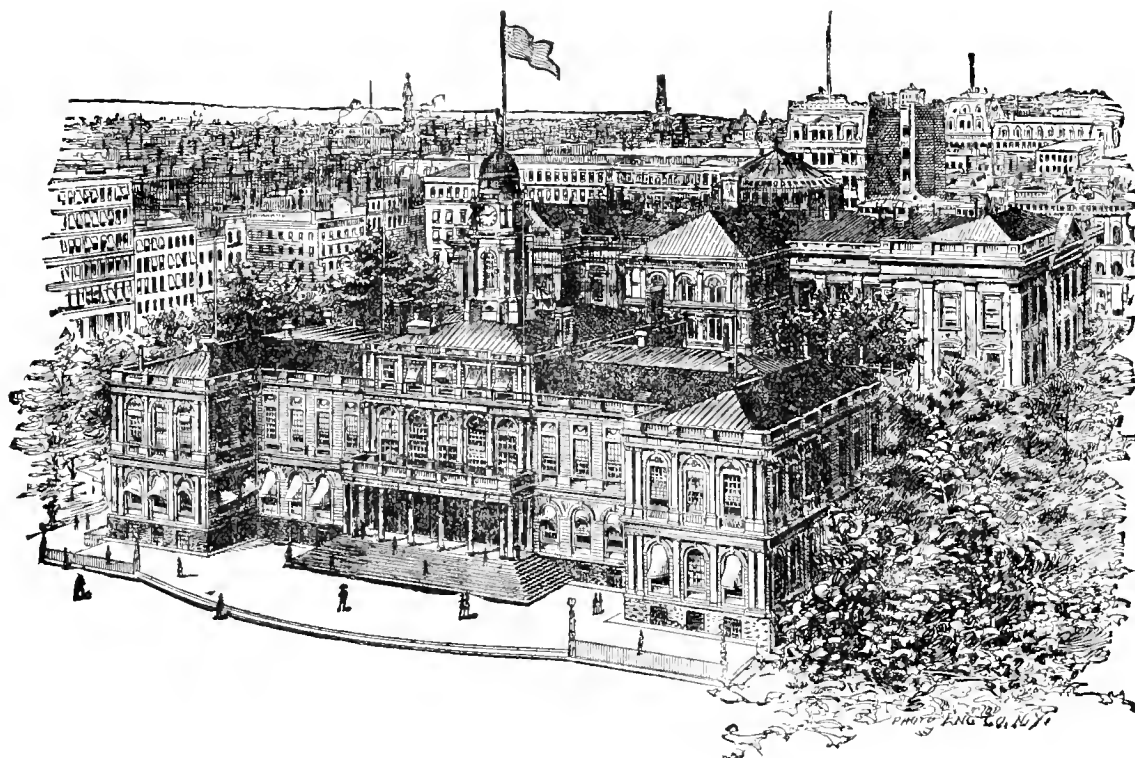
**F**ALCK & CO., General Passenger Agents, No. 29 Broadway.—In consequence of the severity of the American winter, many persons leave behind our unpleasant snow and ice, and exchange them for glorious blue skies and sunshine, and countries clad in freshest green. A great attraction at the present day as a winter and health resort are "The Azores" or the Western Islands, located in the North Atlantic, about eight hundred miles from Portugal, to which kingdom they belong. The only regular direct steamship line to The Azores, Madeira, Lisbon and points in Spain, from New York, is the Empresa Insulana Navegacao, whose general passenger agents are Messrs. Falck & Co. at No. 29 Broadway. The steamers have splendid first-class accommodation. The voyage from New York to The Azores averages nine days; from The Azores to Madeira, two to three days, and from Madeira to Lisbon two to three days. Passengers are booked through to all points in Spain, and those booking can stop over on The Azores until another steamer of the company, calling there will take them to their destination. The average latitude of The Azores is about that of Philadelphia. The wonder of the ocean, the Gulf Stream, flows well to the north, and is crossed in going from New York. The southern branch of the stream flows to the eastward, between the islands and the continent, thus enclosing them in its embrace. This gives them an equable climate. The changes of temperature are extremely slight—that between midnight and midday, in the shade, not ordinarily four degrees, and between the summer and the winter, mean, not more than ten or fifteen degrees. The average for the winter months is about 62°, and in the summer about 72°. St. Michaels, the largest of the Azorian group, is about forty miles in length, and nine to twelve in width. It is a most picturesque island, and abounds in beautiful scenery. Here is located Ponta Delgada, the chief city, and third in importance in the kingdom of Portugal. It is a business center with considerable wealth, and contains about 25,000 inhabitants. Some of the finest and most extensive gardens are here to be seen, filled with trees, shrubs and flowers from every clime. As frosts are never known, verdant fields and vegetation exist throughout the year. The rich and titled have capacious residences in the midst of extensive grounds beautifully adorned, to visit which strangers and foreigners are ever welcome. Mineral waters are found on several of the islands; epidemics of severe types seldom visit the islands, and malaria is unknown. The great and sudden changes which belong to our climate never surprise and shock the invalid who seeks rest and quiet in these island retreats. Expenses of living at the islands are very moderate. Messrs. Falck & Co. are now running Steamships from New York to the Azores regularly. This firm are prepared also to book passengers through to any point in Europe, and to issue drafts on the principal islands of The Azores, Madeira, and on most any part of Europe, payments being made to any city, town, village or hamlet in Germany, Austria, Hungary, Poland, Russia, Galicia, Roumania, France, Italy, Holland, Switzerland and Scandinavia. Travelers visiting Europe on business or pleasure will also find it a great convenience to have a responsible firm there to whom they can consign their correspondence, and through whom they can obtain information in regard to railway journeys in Europe, forwarding of baggage, return passage and many other matters of a business or private nature. Messrs. Falck & Co., at No. 6 Bahnhof Street, Hamburg, Germany, are recommended for this purpose. Mr. A. Falck, the resident member of the firm in New York, is a native of Germany, widely experienced, a business man of sterling integrity who has ever retained the confidence of leading commercial and financial circles on both sides of the water, and has built up his large trade and influential connections solely on the basis of a faithful discharge of his duties to the public, and as an enterprising, reliable agent of a great and popular trans-Atlantic line.

**LEICHT & HAVELL, Architects, World Building.**—Much of the credit for New York's rapid growth and advancement of late years is due to her architects, many of whom occupy prominent places in the front rank of the profession. One of the most successful of these firms is that of Messrs. Leicht & Havell, whose handsome office, a little hive of studious industry of itself, occupies a room on the seventh floor quickly reached by elevator. Messrs. Leicht and Havell are successful men in the best sense, for their success conferred and continues to confer substantial and lasting benefits upon the community. Polite and obliging gentlemen, active and enterprising men, architects of the highest class, they have achieved a personal popularity and professional eminence in which they may justly take pride. Mr. A. F. Leicht is a native of Bayonne, N. J., and for fifteen years was engaged in the office of the "Scientific American." Has had nine years' experience as an architect. His partner, Mr. W. J. Havell, was born in this city, is a high school graduate, and has also been nine years following his profession. The firm have executed a large amount of first-class work in their line, including the erection of a large block on Canal Street, the Harrison Block, corner Harrison and Greenwich Streets, over thirty cottages at various summer resorts, and many other buildings. All their work is characterized by the most marked attention to details, the economy of space and attractiveness, while utility is the main point sought after. Estimates and plans are promptly furnished for structures of all kinds, and the firm superintend the work of construction, thus guaranteeing the best results. Satisfactory services are warranted in every instance. Messrs. Leicht and Havell add thorough training to the highest order of talent, and are in all respects capable and reliable.

**DICKINSON BROS. & KING, Importers, English and German Portland Cements, Nos. 21 to 24 State Street.**—Few people outside those immediately concerned have any idea of the magnitude of the trade in imported cements here in New York at the present day. It constitutes a factor of surpassing importance, and the volume of business transacted grows apace. Notable among the leading firms contributing to the sum of commercial activity in the particular line indicated is that of Dickinson Bros. & King, whose offices are located at Nos. 21 to 24 State Street, Rooms Nos. 301 and 303, with headquarters at No. 204 Market Street, Chicago, and branch also at No. 36 Carondelet Street, New Orleans, and who are the most extensive handlers of foreign cements in the United States. They are importers of English and German Portland cements, and their trade, which extends throughout the entire country, is exceedingly large, their total annual sales reaching 500,000 barrels. This enterprising and widely known firm, which bought out the Empire Warehouse Company of Chicago (with New York office at No. 24 State Street), was established some two years ago, and the signal success that has attended the enterprise from its inception abundantly attests the wisdom that inspired the venture, to say nothing of the energy and ability displayed in the management of the business. They handle all the foremost brands of English and German Portland cements, being agents for the productions of the celebrated "K. B. & S." brand, the Phoenix Co., Francis & Co., McLean & Co., Johnson & Co., Hemmoor & Co., "Germania" and "Globe," and are prepared to execute orders for car lots at short notice, and at lowest possible figures. With their exceptional facilities and manifest advantages, the firm is enabled to quote prices unprecedented in the history of the trade, offering substantial inducements to builders, contractors, and large consumers; and those having business relations with this responsible and representative house are assured of finding the same of an eminently satisfactory character. The co-partnership consists of Messrs. William Dickinson, John W. Dickinson, Jerome A. King, Courtland P. Dixon, and Ira C. Hutchinson, all men of business ability and thorough experience, well and favorably known in commercial circles, and in the building trade. They are active members of the New York and the Chicago Building Exchanges.

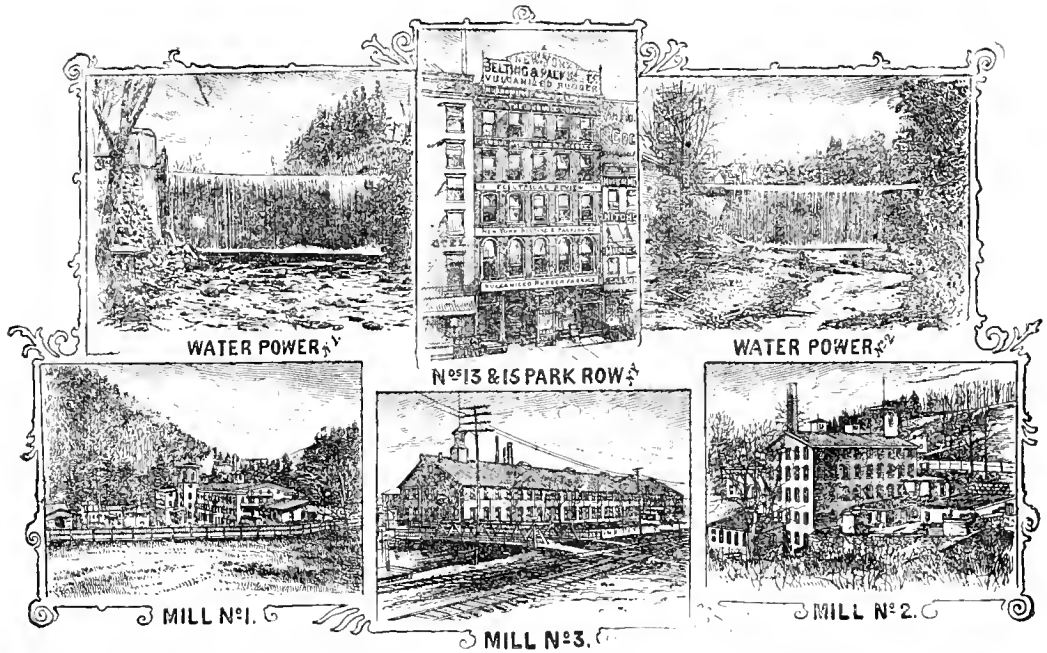
**SUTPHEN & MYER, Headquarters for Polished and Rough Plate Glass, Etc., Nos. 9, 11 and 13 Desbrosses, 34, 36 and 38 Vestry Streets.**—For such a comparatively young firm, Sutphen & Myer, importers and dealers in polished and rough plate glass, mirrors, etc., whose spacious and well appointed emporium is conveniently situated at Nos. 9 to 13 Desbrosses Street, and 34 to 38 Vestry Street, have built up a flourishing business, their trade, which is large and active, extending throughout the United States. The secret of their prosperity is not far to seek, however. Handling a distinctly superior class of goods, exceptionally low in their prices, and being withal young men of energy and enterprise as well as ample experience in this line, it is only in the nature of things that Messrs. Sutphen & Myer should have achieved the unequivocal success that has attended the venture from the start. The premises occupied as office and warerooms comprise a ground floor 76 x 190 feet and basement, and are well ordered and excellently arranged, while an efficient staff is employed in the establishment, in addition to several representatives on the road. An exceedingly large and splendid assortment is constantly carried in stock here, and includes everything in the line of imported and American plate glass, store fronts of all kinds and sizes, strips, beveled plates and mirrors and all thicknesses of rough and ribbed glass, a specialty being made of beveled plates and mirrors. Every article sold is fully warranted, no inferior productions, whatever, being handled, while the most substantial inducements are offered to purchasers, and those having dealings with this pushing and responsible firm are assured of finding the same both pleasant and profitable. Messrs. John S. Sutphen, Jr., and Charles R. Myer, the individual members, are gentlemen of about twenty-three or twenty-four years of age and New Yorkers by birth. They are young men of entire probity of character, as well as of energy and business ability, liberally endowed with the qualities that bespeak success in the commercial world, and all the indications are that the prosperity that has attended their efforts during the three years they have been established is bound to endure and increase.

**A**TLANTIC DYNAMITE CO., (Successors to Atlantic Giant Powder Co.,) Giant Powder, Small & Schrader, General Agents, Offices No. 245 Broadway.—The largest and most notable concern engaged in the production and sale of explosives and accessories for blasting purposes in the whole world is that of the Atlantic Dynamite Co., (successors to Atlantic Giant Powder Co.) whose eastern offices, Small & Schrader, general agents, are located at No. 245 Broadway. They are manufacturers of and dealers in Giant Powder, Batteries, Electric Fuses and kindred articles, with works at Kenil, N. J., and principal offices in San Francisco, and altogether their business, which extends throughout the entire American continent, is exceedingly large, the total annual sales reaching a handsome figure. The productions of the company are noted for their efficacy, reliability and all other features of merit, being by universal opinion the most superior goods of the kind produced in the United States, and have secured an enduring hold on favor among quarrymen, contractors and engineers all over the entire country. Their Giant Powder is conceded to be the ne plus ultra of high explosives, the most powerful, perfect and effective compound for the purposes intended ever placed on the market, and is truly a triumph of science and art. The man-



CITY HALL AND COUNTY COURT-HOUSE.

ufacturing plant is very extensive and completely equipped in every respect, all the latest improved appliances and appurtenances being in service therein, while employment is furnished to a big force of help at the works. The New York branch, which controls the trade east of the Rocky Mountains, was established in 1870, and under the present efficient management it has ever since been conducted with uninterrupted success, the business transacted in this city being of a most substantial character. The quarters occupied at No. 245 Broadway are spacious, commodious, and finely appointed, and a dozen clerks are here employed, everything about the place bespeaking excellent management. A large and complete stock is always kept on hand at the warehouse of the company in New Jersey, and includes beside Giant Powder and Dynamite, Batteries and Electric Fuses, also Blasting Caps and Fuses. All orders for anything in the line indicated are attended to in the most expeditious and trustworthy manner, while the prices quoted are always maintained at lowest consistent figures, and all correspondence relative to terms, goods, etc., receive prompt response. Messrs. G. S. Small and John C. Schrader, the eastern representatives, are both men of thorough experience, as well as of energy and excellent business ability, and have sub-agents at all points where blasting powder is used.



**N**EW YORK BELTING AND PACKING COMPANY, Limited, John H. Cheever, J. D. Cheever, and F. Cazenove Jones, Managers, Wm. T. Baird, Secretary, No. 15 Park Row.—Within a period of less than half a century the India rubber industry has grown from insignificant proportions to vast magnitude in this country. And it may be added, the improvement effected in the productions has fully kept pace therewith. These last remarks are true especially of the particular branch devoted to the manufacture of rubber articles for mechanical purposes and kindred uses, and in which a degree of excellence akin to perfection has been attained by some of our leading manufacturers, notably the New York Belting and Packing Company, Limited, whose office and warehouse are located at No. 15 Park Row, and who turn out a class of goods of exceptional merit. What with discovery in chemical processes, new and improved methods in the preparation of the material, invention and sustained effort, the productions of this noted and widely known concern are a distinct triumph of science and art. Their Vulcanized Rubber fabrics, Vulcanite Emery Wheels, Machine Belting, Steam Packing, Hose Tubing and kindred articles are by universal assent the most perfect, effective, durable, reliable and altogether superior goods of the kind ever placed on the market, and command an immense sale throughout the whole world. They are, in a word, conceded to be the ne plus ultra of rubber goods for mechanical purposes, being manufactured in accordance with exact scientific principles and a perfect formula, the result of forty-six years of observation, comparison and experiment; and of their superiority certainly no more unerring criterion could be adduced than the enduring hold these productions have secured on favor in all parts of the civilized planet. The factories of the company, too, are the most extensive and best equipped plant of the kind in existence, with the most improved machinery, appliances and appurtenances, while upward of five hundred hands are employed. This company are owners besides of numerous valuable patents covering different processes incidental and indispensable to the making of belting, packing and hose in best manner, and particularly for machine belting, vulcanized between layers of patent metallic alloy by which the stretch is entirely taken out, the surface made perfectly smooth and the substance thoroughly and evenly vulcanized; and their goods are maintained at a uniformly high standard of excellence. This flourishing and notable enterprise of which John H. Cheever was the founder, had inception in 1846, and was incorporated under the laws of the state of Connecticut, the capital stock being \$1,000,000. It is the very oldest as well as the largest and leading concern in the line indicated in the United States, and its trade, which is both wholesale and retail, is fully commensurate with the name and standing of the company, the total annual sales reaching a handsome figure. The premises occupied on Park Row comprise a ground floor 30 x 150 feet and basement, and an efficient staff of clerks and salesmen are employed, with several representatives on the road, in addition. A very large and comprehensive assortment is constantly carried on hand here, and includes besides vulcanized rubber fabrics, vulcanite emery wheels, rubber belting, rubber packing, machine belting, steam packing, hose tubing, etc.; also linen and cotton hose, car springs, mats and matting, gaskets, valves for pumps, rubber buckets, saw bands, wringer rolls and a multifarious collection of useful, ingenious and novel rubber articles. With unequalled manufacturing facilities, exceptional resources, world-wide business connections and other substantial manifest advantages, the New York Belting and Packing Company, Limited, are in a position to offer inducements to dealers and large consumers quoting prices unprecedented in the history of the trade, while every article sold is fully warranted; and all orders are attended in the most prompt and trustworthy manner, the managers mentioned above exercising immediate supervision over every detail of the business.

**D**UNLAP & CO., Hatters, Nos. 178 and 180 Fifth Avenue.—The facilities afforded to the public to gratify their tastes for the beautiful, the reliable and the perfect in their attire, have year by year enlarged the field and created a constantly increasing demand for the best and most truthful exposition of the current styles and of fashion's mandate. A notable illustration is afforded in the career of Messrs. Dunlap & Co., the representative American hatters, whose distinctive qualifications have become universally recognized, and whose great skill and sterling spirit of enterprise lead the trade in fine hats and receive that silent homage, the imitation of would-be competitors. This house was established in 1857, by Mr. Robert Dunlap who is still sole proprietor, and who has during all these years manufactured and sold the finest of hats to the fashionable public of New York, and all over the United States. His original location was No. 557 Broadway, but about twenty years ago he established his headquarters at Nos. 178 and 180 Fifth Avenue, near Fifth Avenue Hotel. Here he occupies two floors, 50 x 100 feet each, one devoted to the wholesale and one to the retail department, while a branch store is also operated at No. 181 Broadway, near Cortlandt Street. Mr. Dunlap brings to bear the art and judgment of the designer and critic, as well as the ripened experience of the manufacturer. Every hat bearing the Dunlap trade mark is a gem of art and taste, and so well understood is this fact that the resources of the house are taxed, after meeting its enormous city patronage, to supply the demands at wholesale, for the Dunlap hats are typical in every city in the Union. All that is the best is embodied in their production. They are decidedly the best hats worn to-day, while that indefinable element, style, is always imparted. The factory for their production is located in Brooklyn, and is a substantial four-story building, 300 x 200 feet in dimensions, supplied with three large steam engines and five boilers and having its own electric plant for lighting the works. It is the largest and best equipped factory of the kind in the world. The output comprises everything in silk, felt and straw hats, while the firm import the latest novelties and styles of English hats, so that their stores everywhere display a full line of gentlemen's fine hats of every description, besides riding hats, steamer and tourist hats, traveling caps and headwear for all seasons, in a profusion of styles nowhere else duplicated. The firm are represented by the leading hatter in every state and commercial center in the Union, and operate their own houses at Nos. 171 and 173 State Street, Chicago, and No. 914 Chestnut Street, Philadelphia. Dunlap & Co. have the permanent patronage of those most eminent in public life, and every new customer is a permanent addition to the wide circles in society that prefer to wear Dunlap's hats to those of any other make. All who patronize their stores can rely on securing the correct style at the earliest moment and of being able to select from the most varied stock in America. Mr. Dunlap is a native New Yorker, still apparently in the prime of life, and not only the best known hatter in the United States, but also one of the leading, most popular and successful merchants of the metropolis.

**M.** STACHELBERG & CO., Havana Cigar Makers and Importers, Nos. 159 and 161 South Fifth Avenue.—Illustrative of the enviable proportions to which well-directed cigar manufacturing enterprises may attain in this city by persistent and painstaking business effort, combined with well trained technical knowledge, is the eminent house of M. Stachelberg & Co., a firm well known by cigar dealers and smokers in all parts of the United States, with whom it transacts a regular business of enormous magnitude. This prosperous undertaking was founded by Stachelberg & Delker in 1857, and conducted by them until 1861, when the latter retired, and the former carried on the business alone until 1873, when he admitted Mr. M. Kind to partnership. For thirteen years this co-partnership existed, the junior partner retiring in 1886 in favor of the two sons of the senior. During these changes in the *personnel* of the firm, the house was rapidly gaining headway, and achieving lasting fame, and to-day it has few rivals, even in this city, in the manufacture of Havana cigars. So rapid and considerable, indeed, has been the development of the trade which attaches to the firm, since its original location at Houston Street, that it has had occasion repeatedly to seek better accommodation, and has occupied premises successively at Liberty Street, Cedar Street, Pearl Street, and at the corner of Liberty and Temple Streets, finally removing to its present handsome and commodious five-story building at Nos. 159 and 161 South Fifth Avenue. Here each story is 50 x 100 feet in superficial area, and no less than three hundred cigar makers and others are employed. Another factory owned by the firm is at Morrisania, N. Y., and this has a staff of fifty expert cigar makers, the specialty at the latter establishment being the use of Havana wrappers with Connecticut filling. The feature which pre-eminently distinguishes the firm is the manufacture of the very finest Havana cigars, and the fact that the extensiveness of its operations in Cuba enables it to purchase, and therefore to sell at rock-bottom figures. It should be mentioned that the house runs yet another factory, the third, located at Jacksonville, Fla., giving employment to seventy hands. Besides these, the firm also have a factory and warehouse in Havana, Cuba, in the former of which is "stripped" all of the fillers used, thus giving them the benefit of the Havana climate. The latter is used for storage, and tobaccos are shipped to New York only as they are needed for manufacture, and in thorough condition to be worked, thus obviating any danger of their losing any of their natural or acquired flavor. Traveling salesmen represent the house upon the road, and its sales are as far reaching as its operations are extensive. The proprietors are Mr. M. Stachelberg, a gentleman of fifty-four years, of Russian birth, who reached this city in 1855, and his two sons, Mr. Charles G. and Mr. Ed. J. Stachelberg, young men born in New York. The former is a member of the Masonic Fraternity.

**ALFRED W. LADD**, Dealer in Locomotives and Cars of all Descriptions, No. 44 Broadway.—For a quarter of a century or so, Alfred W. Ladd, dealer in locomotives and cars of all descriptions, also general contractor for railroad supplies and construction, No. 44 Broadway, has been extensively engaged in the line indicated, and during the entire period has been a prominent and distinct factor in this important sphere of activity. He is, in fact, one of the oldest, and about the leading and best known representative of the particular branch of business above noted in the country, and receives a measure of recognition fully commensurate with his name and standing. Mr. Ladd, who is now a gentleman somewhat past the meridian of life, but active and vigorous, was born at Augusta, Me., and has resided in New York, off and on, for some fifty odd years. He is a man of the highest personal integrity, thoroughly responsible in all his undertakings, as well as of energy, enterprise, and sagacity, with a varied and successful business experience extending over half a century, and is highly regarded and deservedly esteemed, both in commercial and railway circles. Mr. Ladd occupies commodious and well-appointed quarters, an office on the fifth floor of No. 44 Broadway, and employs an efficient clerical staff, giving close attention himself to every detail. He enjoys exceptional facilities for executing orders for locomotives and cars of every size, style and variety, together with all kinds of railroad materials, including rails, timber, ties, bolts, nuts and kindred supplies generally; and is enabled to offer substantial inducements, quoting the very lowest prices at which such can possibly be sold. Railroad contractors are supplied also, with all requisites for construction and road bed, and railroad bonds are negotiated for building new roads, while contracts are taken for building railroads likewise. In short, all classes of business pertaining to railway construction, equipment and supplies are engaged in, and new enterprises promoted, and all contracts and undertakings assumed by this gentleman are certain to be performed in the most expeditious, trustworthy and satisfactory manner. Mr. Ladd, who has supplied railroads all over the United States and Mexico, the West Indies, Central and South America, Spain, and other countries of Europe, is just now building sixty miles of railway in Alabama (Birmingham), a ninety-two mile road running into Alabama, and is also doing the work on the Astor railway in Florida.

**THE FIFTH AVENUE SAFE DEPOSIT COMPANY**, No. 190 Fifth Avenue, Corner Twenty-third Street, has a genuine fire and burglar-proof vault, planned expressly with a view to affording the best attainable facilities for the security and safe keeping of valuables of every description, such as wills, deeds, insurance policies, savings bank books and other papers, as well as jewels, etc. This company was incorporated in 1886, with a capital of \$100,000, and is officered as follows, viz., president, Wm. C. Brewster; vice-president and treasurer, George Montague; superintendent, Daniel C. Silleck; trustees Henry A. Hurlburt, Alfred B. Darling, John L. Ricker, Wm. C. Brewster, George Montague, Chas. B. Fosdick, George Sherman, George W. Carleton, Wm. P. St. John, Wm. R. Browne, Daniel C. Silleck, Augustus C. Downing. The offices of this company are entered through the Second National Bank building, and are patrolled night and day by armed watchmen, while the watch on the vault never ceases, and upon Sundays and holidays they are always visited by inspectors who examine the exterior of the vaults and all parts of the premises to see that everything is in proper order. These and other safeguards, which for prudential reasons are not published, make the vaults of the Fifth Avenue Safe Deposit Company one of the most secure in the world. It is the policy of the company to keep pace with the times, and by adding every improvement which experience may suggest to increase the security of its fire and burglar-proof vaults. The price charged by this company for all the advantages offered is of very small moment compared with the attainment of absolute safety and security.

**MILLER & HUBER**, Flour Merchants, Nos. 15 Water and 16 Front Streets, Office No. 15 Water Street.—The demands of a city like New York for staple agricultural products, such as flour, for instance, are of themselves very large; and when to these is added the wants of her contiguous and dependent territory, some idea may be formed of the immense quantities of this leading food commodity which are handled by her wholesale merchants. Great as the demand has been in the past, it is annually increasing as the population increases, the old established houses naturally securing the larger part of the increased trade. The largest flour jobbing trade in the city is carried on by the house of Messrs. Miller & Huber, who have long been established, and have developed an enormous patronage, they handling annually nearly 200,000 barrels of flour. The demand supplied is chiefly in New York and its vicinity, while the firm also export some to Europe and South America. They purchase goods in from one thousand to five thousand barrel lots, and always carry a very large assortment of flour in stock. The premises used for the transaction of the business consist of buildings having a width of 25 feet and running through the block a depth of 160 feet, from No. 15 Water Street to No. 16 Front Street near Broad Street. The buildings are filled with a very heavy stock, and some thousands of barrels of flour are stored in outside warehouses. As the firm buy strictly for cash and in such large quantities, they are in a position to quote prices that defy successful competition. The co-partners are Messrs. Edward L. Miller and Fred T. Huber, the former a native of this city and resident of Brooklyn, the latter a Pennsylvanian and resident of New York twenty years. They are both members of the Produce Exchange and favorably and popularly known in the commercial community. On the 1st of May, 1891, Mr. John L. Bruning, a native of this city, and for many years connected with the firm, was admitted to an interest in the business. The facilities of the house for promptly filling orders, however large, are unsurpassed, and those entering into business relations with it may feel confident of receiving such treatment as is in accord with its long and honorable career.



**C**HARLES A. STELTSMANN, Manufacturer of Whalebone, Nos. 88 and 90 Walker Street, Between Broadway and Elm Street.—Few, if indeed any at all, among the number engaged in the manufacture of whalebone in New York are more widely known than Charles A. Steltmann, whose establishment is located at Nos. 88 and 90 Walker Street, between Broadway and Elm Street. He is certainly one of the leading representatives of the branch of industry indicated in the city, turning out a very superior class of work, and his trade, which is large and active, extends practically to all parts of the civilized world. Mr. Steltmann, who is a gentleman of middle

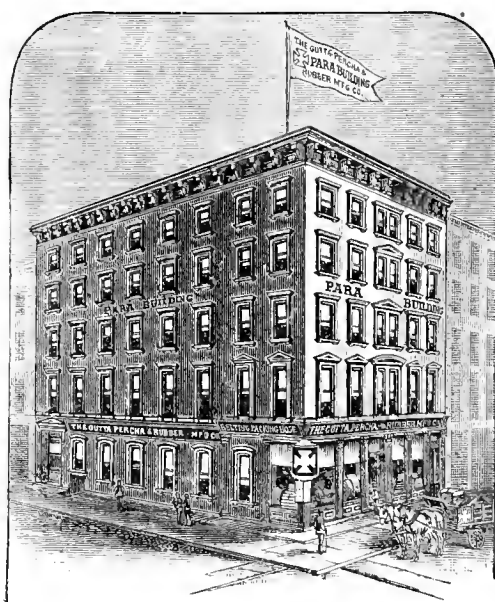


BROAD STREET, NORTH TO WALL STREET.

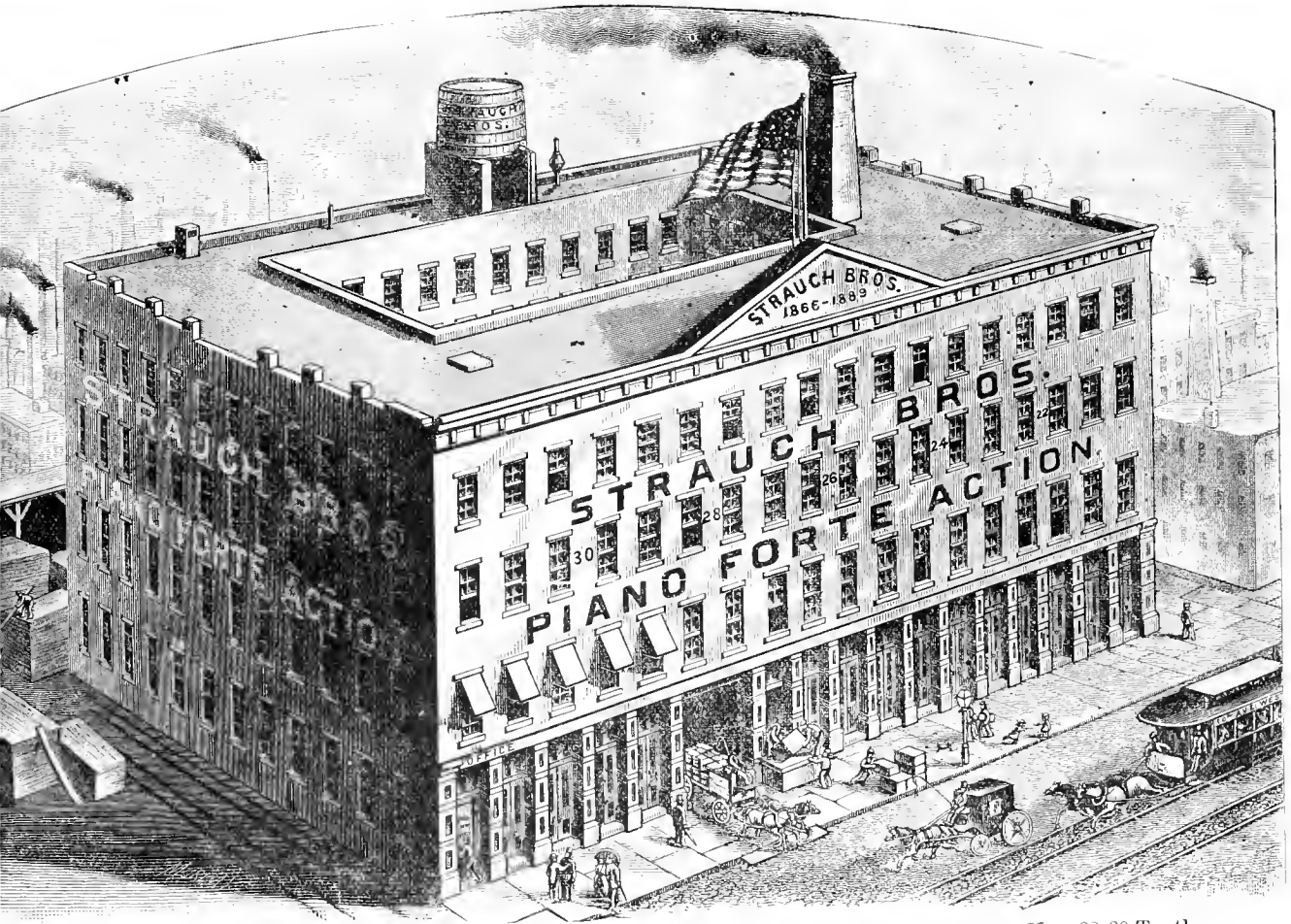
age, was born in Germany, but has resided in this country for many years. He is a man of practical skill in his line, as well as of energy and thorough experience, and is master of his art in its every detail. He established himself in business in 1878, and during the intervening period has been steadily winning his way to favor and patronage. The quarters occupied by him as office and factory comprise the whole of a 50 x 100 double floor, with ample and complete facilities, and some fourteen expert hands are employed. Mr. Steltmann buys large quantities of whalebone in its crude state, prepares the same and manufactures it into various sizes and shapes for corsets and dresses and also for other purposes, turning out work to order exclusively. His prices are invariably the very lowest figures consistent with quality of material and character of work, and all orders are executed in the most expeditious manner, the proprietor himself giving close, personal attention to every detail, and relations once entered into with this gentleman are certain to lead to a permanent business connection.

**V.** **ALTMAN & BRO.,** Manufacturers and Importers of Fine Furs, No. 5 East Nineteenth Street, between Fifth Avenue and Broadway.—A conspicuously prominent place in the front ranks of fine fur manufacturers and importers is being taken by Messrs. V. Altman & Bro., who initiated their business at No. 5 East Nineteenth Street, in October, 1890; the rapid headway made by the young firm finding its explanation in the fact that its principals, who are of German birth, have made themselves thoroughly familiar with the requirements of the American markets during their ten years of residence in this country, and that they brought with them from the old country a thorough practical training in the general details of the trade acquired under their father, who has long conducted a successful business in the same line in Germany. All kinds of furs are largely imported by the house, and made up into every description of ladies' and gentlemen's garments, such as jackets, finest imported cloth jackets trimmed with all kinds of furs, sacques, cloaks, muffs, capes, etc., the manufacture of garments and capes to order being a special feature of the establishment and one in connection with which it has already a very liberal and influential patronage. The store on East Nineteenth Street is as handsome as it is commandingly located near Fifth Avenue, and the fine display of goods within is thoroughly in correspondence, alike in the heaviness of the stock carried and in respect to its comprehensive character robes, mats and all things incidental to a business of the kind being shown in great profusion at prices that challenge comparison when the really high quality of the goods and the excellent finish which distinguishes them is taken into consideration. The scope of the business embraces both foreign and domestic furs, at both wholesale and retail, and extends to various parts of the country, a competent force of expert workers being engaged in the industrial operations upon the premises, which consist of a floor 25 x 100 feet in dimensions. They are regarded as the finest designers of the latest styles, visiting Paris every year to secure a knowledge of the newest and most exquisite styles as soon as they appear.

**T**HE **GUTTA PERCHA AND RUBBER MANUFACTURING CO.,** Rubber Belting, Packing and Hose, No. 35 Warren Street.—Not in many branches of industry has there been made more remarkable progress during the past few decades in this country than in rubber manufacture. And this applies particularly to the special lines devoted to the production of rubber goods for mechanical purposes. What with improved chemical processes, invention and sustained effort, a degree of excellence akin to perfection has been attained in the class of articles indicated by some of our leading manufacturers, notably, by the Gutta Percha and Rubber Manufacturing Co., of No. 35 Warren Street, this city, whose rubber belting, packing and hose have secured distinct recognition throughout the civilized world. They manufacture a line of vulcanized rubber goods for the purpose above referred to, of exceptional merit, their justly famed Maltese Cross Brand Carbolized Fire Hose, and their Monarch Belting, being triumphs of skill, and their productions altogether are not only in wide and growing demand all over the United States, Canada and Mexico, but are exported extensively also to Central and South America, Australia, China and Japan. This flourishing and noteworthy concern, which is one of the oldest and leading enterprises of this kind in existence, was established in 1855, and from its inception down to the present day has been conducted with uninterrupted success. The factory of the company which is located in Brooklyn is a capacious structure, operated by full steam-power and equipped with the latest improved machinery, appliances, etc., and employment is furnished therein to a large force of employees. The premises on Warren Street occupy the whole of a commodious five-story double building, known as the Para Building, with handsome, well appointed offices, ample shipping department and spacious salesrooms. A vast and varied assortment is always carried in stock, comprising rubber belting, packing and hose of every description, the specialty being the celebrated Maltese Cross Brand of carbolized hose, and the Monarch, Maltese Cross, Red Strip and Mohawk brand of rubber belting. All orders are attended to in the most expeditious and trustworthy manner, everything about the establishment bespeaking order and excellent management. Every article sold by this time-tested and responsible house is fully warranted, while the prices quoted are maintained at the very lowest possible figures consistent with strictly first-class, high-grade goods, the most liberal inducements being offered to the trade, and all correspondence of a business nature receives prompt response. The Gutta Percha and Rubber Manufacturing Co., which has branch houses at Chicago, San Francisco, and Portland, Ore., is a regularly incorporated concern, and the officers of the same are, A. Spadone, president, H. E. Spadone, vice-president, Matthew Harwe, treasurer. These are all men of full middle age, active, energetic and devoted to their business, and are well and favorably known in commercial circles.







**S**TRAUCH BROTHERS, Manufacturers of Piano-Forte Actions. Telephone Call, No. 499-21st., Nos. 22-30 Tenth Avenue. —Although the American people are young in the art of music compared with the Germans or Italians, yet, in the manufacture of pianos, they surpass the world. New York holds one of the most prominent positions in this industry; and the pianos produced here are to be found in all parts of the civilized world, where they have won high honors, and crowned heads, royal academies, and distinguished performers, have rendered tribute to their surpassing merits. The piano making industry has been perfected here by the division of the labor into special branches, of which the most important is the manufacture of piano-actions. The leading house engaged in this line is that of the Messrs. Strauch Bros., whose factory is located at Nos. 22, 24, 26, 28 and 30 Tenth Avenue, No. 57 Little W. Twelfth Street, and No. 454 W. Thirteenth Street. This noted establishment was founded by Mr. P. D. Strauch, who had served his apprenticeship near Albany, N. Y., with one of the pioneer piano and piano-action manufacturers of this country, who later admitted him as a partner. After a few years he sold his interest in this business, and coming to New York about the year 1867, he commenced here the manufacture of piano-actions. Observation and experience had convinced him that both the grand and upright piano action then in use, were capable of great improvement, and he believed that it was possible to construct an action that would greatly aid the American piano maker in his efforts to produce a more powerful, as well as a more musical tone, than could be obtained from any European instrument, which were then the standard. So, putting aside many of the old ideas, methods and models, he set to work with new and original ones. Though meeting with many disappointments, he persevered, till finally, it was generally admitted in the trade, that the "Strauch" action ranked as the highest expression of the action maker's skill. There can be no question that the "Strauch" house, by the record of what it has actually accomplished, is indissolubly linked with the intelligence and genius of the piano trade, nor that it has always striven to work, hand in hand, for the improvement of the piano with the leading inventors in the different piano factories. Starting, as he did, in a small factory, with less than half a dozen employees, he has, by the merit of his actions and constant effort at advancement toward their perfection, so increased his business, that to-day the "Strauch" factories are the largest of the kind in this country, if not in the world. They have also two lumber mills in the northern part of New York State, which supply them with nearly a million feet of lumber yearly, for use in the manufacture of their piano actions. Associated with Mr. P. D. Strauch, are his two sons, Mr. Albert T. and Mr. William E. Strauch, both practical piano and piano action makers, as well as thorough business men. The history of the house of Strauch Brothers shows that from the very start of their business, they were animated with the desire to bring the manufacture of the piano action to the highest possible point of perfection, to work with the piano trade as well as for it, to do their utmost in every way, to advance its interests, and to move, hand in hand, with those inventive and progressive spirits among the piano makers who never rested till they had made the American piano-forte unapproachable for its musical qualities and wondrous durability, and the piano trade renowned for its stability, integrity and enterprise.

**A.** HEALY & SONS, Hides and Leather, Healy Building, Corner Gold and Ferry Streets.—No section of the city is more widely known to the commercial world than "The Swamp," so-called, the great center of the traffic in hides and leather. One of the leading houses in this famous district and one which is the oldest representative of the tanning industry is that of Messrs. A. Healy & Sons, tanners and dealers in hides and leather, Nos. 88 and 90 Gold Street. The history of this concern is worthy of more than passing notice; the business was established in 1839 by Mr. Aaron Healy and Mr. Small. Later the firm became Thomas Small & Co., located at No. 11 Ferry Street, and in 1844 removed to No. 5 in that street. In 1852 the firm was changed to Small & Healy, with Jonathan Thorne as special partner. In 1856 Mr. Healy became the sole proprietor. Messrs. C. B. Platt and R. B. Woodward—now the firm of Platt & Woodward, note brokers on Pine Street—were bookkeepers for Mr. Healy. In 1857 Mr. Platt became a partner, and in 1861 Mr. Woodward joined the firm, which continued as Healy, Platt & Co. from 1869 to 1873, when Messrs. Platt and Woodward retired and the house of A. Healy & Son was formed by the admission of Mr. A. Augustus Healy. In 1876 Mr. Frank Healy, another son, became a partner, and the present firm style of A. Healy & Sons was adopted. In 1865 Mr. A. Healy bought the building and factory then on the corner of Gold and Ferry Streets, also the building at No. 90 Gold Street, from James Kerrigan, for \$80,000. He built on the corner a store which has since been displaced by the present substantial ten-story structure known as the "Healy Building," and owned by him. The firm occupy the third and fourth floors. The building has a frontage of 92 feet on Gold Street, widening to 112½ feet in rear; and on Ferry Street it is 75 feet front and 92 feet in rear. The entire area comprises 8 700 square feet. The massive foundations of the building are strengthened by 1100 piles, over which is placed a solid bed of concrete. The structure is built of brick and stone, and the roof is surrounded by a parapet of brick with coping of terra cotta. The floors are constructed of steel, concrete and masonry, and the building is thoroughly fire-proof throughout. On the roof is a tank holding 7000 gallons of water, supplied from a driven well on the premises. Through an entrance on the Ferry Street side, wagon loads of leather can be driven in on the ground floor. A feature for the benefit of teamsters is the miniature railway system which facilitates operations. Three boilers of 100 horse-power each supply steam for heating purposes, and drive a Corliss engine of 150 horse-power; also three smaller engines which operate two Otis freight and one passenger elevator. The first story of the building is fourteen feet in the clear; the other stories are twelve feet three inches. There are complete lavatory and sanitary arrangements on each floor. Mr. Aaron Healy was born in Hollowell, Me. He was brought up in the family of the late Nathaniel Gilman, his mother's brother, who lived in Waterville, Me. Mr. Gilman owned a brig "Robert," which was engaged in the African trade. Mr. Healy made several voyages as super-cargo in this vessel, which brought cargoes of hides which were sold in New York by Mr. Small. Mr. Healy's sons were born in Brooklyn. The firm carry a very large general stock of hides and leather, and tan the well-known Genesee and Cattaraugus hemlock sole leather. When in full operation their tanneries turn out 9000 sides of leather per week.

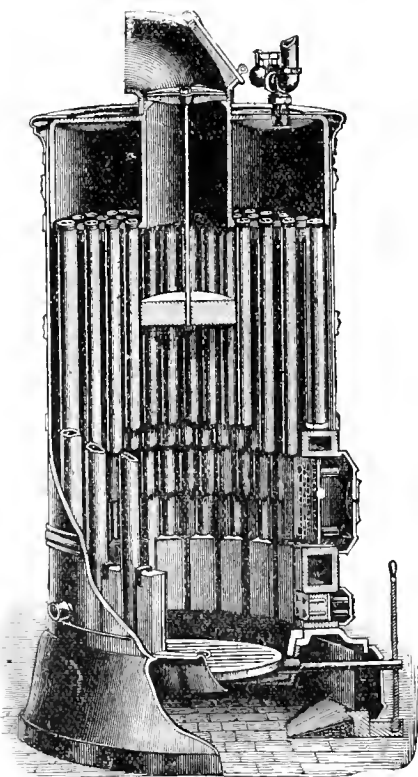
**T**HE AMERICAN MANUFACTURING COMPANY, Cordage, Binder Twine and Jute Bagging for Baling Cotton, Nos. 16 and 18 Exchange Place and No. 112 Walnut Street, St. Louis.—The largest and best equipped plant in the world for the manufacture of all kinds of cordage has lately been completed in Brooklyn by the American Manufacturing Company, whose main offices are located at Nos. 16 and 18 Exchange Place, New York. This company are the largest known manufacturers of cordage, binder twine and jute bagging for baling cotton, and are the largest workers of fiber in the world. The company was formed in 1888 by the consolidation of eight companies, and was incorporated under the laws of the state of West Virginia, with a capital of \$5,000,000. Its executive officers are David Nevins, president; Anderson Gratz, vice-president; L. F. Jones, treasurer; Appleton Sturgis, secretary. Mills are operated at St. Louis and Charleston, S. C., and a branch office is also operated in New Orleans. The extent and importance which the manufacture of cordage and binders' twine has attained in the United States can scarcely be overestimated, while the large amount of capital invested by this company, the wide sphere of usefulness which it covers, and the great number of operatives to whom it affords employment, all impart to this great house a special interest and importance. Rope and binding twine will hereafter form a considerable part of its business. They have all the latest patented machinery, employ a force of one thousand hands in their Brooklyn factory alone, and compete successfully in all markets on cordage as well as bagging. They have facilities at their own wharves for loading and unloading the largest ships that come to this port, and receive and ship all goods without cartage. Their cordage, rope and binder twine and lagging is unsurpassed for quality, finish, strength and uniform excellence, while terms and prices are quoted that cannot be duplicated elsewhere. Trade depressions in local places do not affect them. Their supremacy is established beyond dispute, and purchasers in this line will find it to their interest to correspond with this giant corporation. Mr. Sturgis, the secretary, is a well-known citizen of New York, while the affairs of the company in this city are under the personal management of Mr. Gratz, the vice-president, who is thoroughly experienced in the industry, and will be found one with whom it is both pleasant and profitable to deal.

**C**HARLES VAN DE SANDE & CO., Wholesale Dealers in Diamonds, Watches and Jewelry, No. 198 Broadway.—One of the well-known houses in the jewelry trade in this section of the metropolis is that which is made the immediate subject of the present sketch. Although this house has been recently established, Mr. Van De Sande has been connected with the trade for upwards of twenty-five years and its present wide popularity and extensive and voluminous business are facts suggestive of its upright, honorable methods, and well directed and spirited management. The premises at No. 198 Broadway, are most centrally located, being in the trade center. The stock of diamonds, watches and jewelry is one of the finest and most complete in every department to be met with in the city trade, and the house is a headquarters for the best values and newest and most elegant designs in these wares. The transaction of the large business and the wholesale trade reaches pretty much all over the country. Mr. Van De Sande has been a resident of New York for some forty-five years, and is one of the representative and honored city merchants in his line.

**F**OREST DELANEY & SON, Leather and Cut Soles, Healy Building, Nos. 88 and 90 Gold Street, Corner Ferry Street.—One of the numerous and important branches of the great leather interest is well and largely represented by the firm of Messrs. Forest Delaney & Son, Nos. 88 and 90 Gold Street, corner of Ferry Street; the Healy Building. The firm occupy the seventh, eighth and ninth floors of this splendid structure, each of these floors giving as much available working room as the average six-story building twenty-five feet front. On the ninth floor they manufacture all grades and qualities of soles, taps, top pieces, etc., for the finding trade; also bottom stock for shoe manufacturer's use, such as in-soles, counters, shank pieces, lifting, heeling, slip taps, etc., which are all prepared for shoe manufacturers and ready for use. On this floor they have twenty-six machines in use cutting and preparing this stock; they are all high speed machines and a number of them are very large, weighing from three to four tons, and have very heavy cutting beams. The eighth floor is mostly used by that part of the business carried on under the style of the Delaney Manufacturing Company. In this branch they manufacture principally carriage axle washers made from solid sole leather and are the largest manufacturers in this country. Under this style they also manufacture the "Holdfast" wrench, whip sockets, horseshoe pads and other specialties in the carriage line, under patents which they either own or control. The manufacture of carriage axle washers has developed into a very large business, and at the present time this concern is accustomed to making contract orders with individual concerns for as many as two or three million washers a year. They also have in use on a part of this floor a number of stripping, rolling and splitting machines, for preparing stock for the cut-sole branch of the business. A part of this floor is also used for the storage of piece stock and selecting material for washers. On the seventh floor they carry on the jobbing sole leather business. The offices are located on this floor. They make a specialty of grading stock very fine. This has been taken advantage of by manufacturers making fine work, who are able to get exactly what they want both in quality and substance, which it would not be possible for them to get from whole stock without giving them an accumulation of grades which would not be adapted to their work. This firm use in all forty power machines, and use steam-power which is supplied from a two-hundred horse-power plant in the building. The number of operatives employed is upward of one hundred. In the sole leather jobbing branch they carry a large stock of trimmed leather such as Hemlock, Union and Oak Backs, butts, bends and strips; also all kinds of offal such as shoulders, bellies, heads, shanks, whole heeling, half heeling, splits, skivings, etc. This concern was the first house in the trade to trim Hemlock leather in large quantities. The general management of all this large and varied business is under the direction of Mr. Joseph M. Delaney, the junior member of the firm. The business was established in 1872 by Mr. Forest Delaney, and in 1885 the present firm was formed by the admission of his son to partnership. Mr. Delaney, Sr., has followed the leather business for over sixty years, and was formerly employed as inspector, grading stock both raw and finished. His experience has been general, extending to all branches of the trade, and he is an acknowledged expert in all matters pertaining to leather.



**N**ASON MANUFACTURING COMPANY, Wrought Iron Welded Pipe, Valves, Fittings, Tools, Etc., No. 71 Beekman Street.—The magnitude of the vast manufacturing interests centered in the metropolis is well illustrated by such houses as the Nason Manufacturing Company, whose principal office is located at No. 71 Beekman Street. This company are extensive manufacturers of wrought iron welded pipe, valves, fittings, and general supplies for steam, gas, water, ammonia and oil; also steam radiators, steam traps and all material necessary to steam heating and ventilating apparatus; and general steam and gas fitters' and plumbers' tools and supplies. The foundation of the business was laid in 1841, by Mr. Joseph Nason, who was the originator of many of the principles now used in applying steam for the warming of buildings, notably the horizontal tubular boiler and the "globe-valve." In 1884 the present company was incorporated under the laws of the state of New York, and is officered as follows, viz.: Carleton W. Nason, president; Franklin Darracott, vice-president; Samuel Greason, treasurer. The capacity of the works, located at No. 96 Grand Street, Brooklyn, together with the ample capital invested and the industrial forces employed, all characterize it as among the leading concerns of its kind in America, and one whose superior products are in heavy and increasing demand by dealers and consumers. The warehouse in this city is a three-story building, 28 x 125 feet in size, where is always to be found a full and complete stock of everything in this line. Among the specialties may be named Nason's Vertical Wrought Iron Welded Tube Radiators, which combine elegance of form with great utility, strength, efficiency and durability, and practically supplant all similar productions wherever introduced and tested; Nason's New Steam and Hot Water Boilers, called the "Equator" and "Gulf Stream," the former constructed for steam heating and the latter to meet the rapidly growing demand for heating by hot water, and which are coming to the front as the best and cheapest boilers on the market; Nason's Improved Hot Water Regulator, recognized as the standard device for controlling automatically the temperatures of all hot water apparatus; Nason's "Automatic" Boiler Feeder, for controlling the water level of low pressure boilers for dwelling houses, stores, churches, public buildings, etc.; Nason's Damper Regulator, with safety attachment; the Worthington Steam Pumps; Blake's improved boiler feed and tank or light service pumps; Nason's ejectors or syphon pumps, for raising water and conveying liquids; Nason's improved quick-opening elevator regulating valve, with balanced discs; Nason's boiler feed pump, working satisfactorily under 250 pounds pressure; Nason's patent steam trap, for taking off the water of condensation from steam pipes, coils and apparatus employed in steam heating and evaporating, also largely used in sugar houses and breweries; the Champion return steam trap and boiler feeder, Positive Acting Pump Governor; Kieley's back pressure valve; Eureka improved pressure regulating valve; Hine's Eliminator, Nason's Steam Glue Heater; the Worthington water meter, automatic sprinklers for extinguishing fires; Nason's patent pipe vise; the DuBois lead traps; Saunders' improved pipe cutting and threading machines; Jarecki's patent die stock; Armstrong's adjustable stock and die; Parker's patent parallel vises; Morris' automatic cut-off high speed engines; Pickering's governors; lap-welded American charcoal iron boiler tubes, and plain and galvanized wrought iron pipe. Here are headquarters for extra and double extra strong pipe in constant use by contractors, and special fittings of any size for gas and water piping. The facilities of the house are as perfect as its connections are influential; the largest orders are filled immediately on terms and prices which are not to be duplicated elsewhere, and a large and permanent trade has been established throughout the entire United States, which is of a character that speaks volumes for the superiority of the product. The officers of the company are thoroughly alive to the wants and requirements of the trade, and stand deservedly high as enterprising and progressive manufacturers and reliable, representative business men.



**S.** P. KNAPP, Grain Merchant, No. 21 Kemble Building, Nos. 15 and 25 Whitehall Street.—This gentleman is among the representative city merchants in the commission grain trade. He has been established in his present business for upwards of twenty years, and has long ranked among the leading and most widely known merchants in his line. He is a heavy dealer in grain, shipping in car lots direct to his customers from the great grain centers. Being a member of the Produce Exchange he is thoroughly conversant with the market and has at all times a prompt knowledge of any fluctuation in prices tending to the advantage of his patrons. Mr. Knapp has a large and widely extended trade connection and is concededly one of the ablest grain dealers of this, his native city.

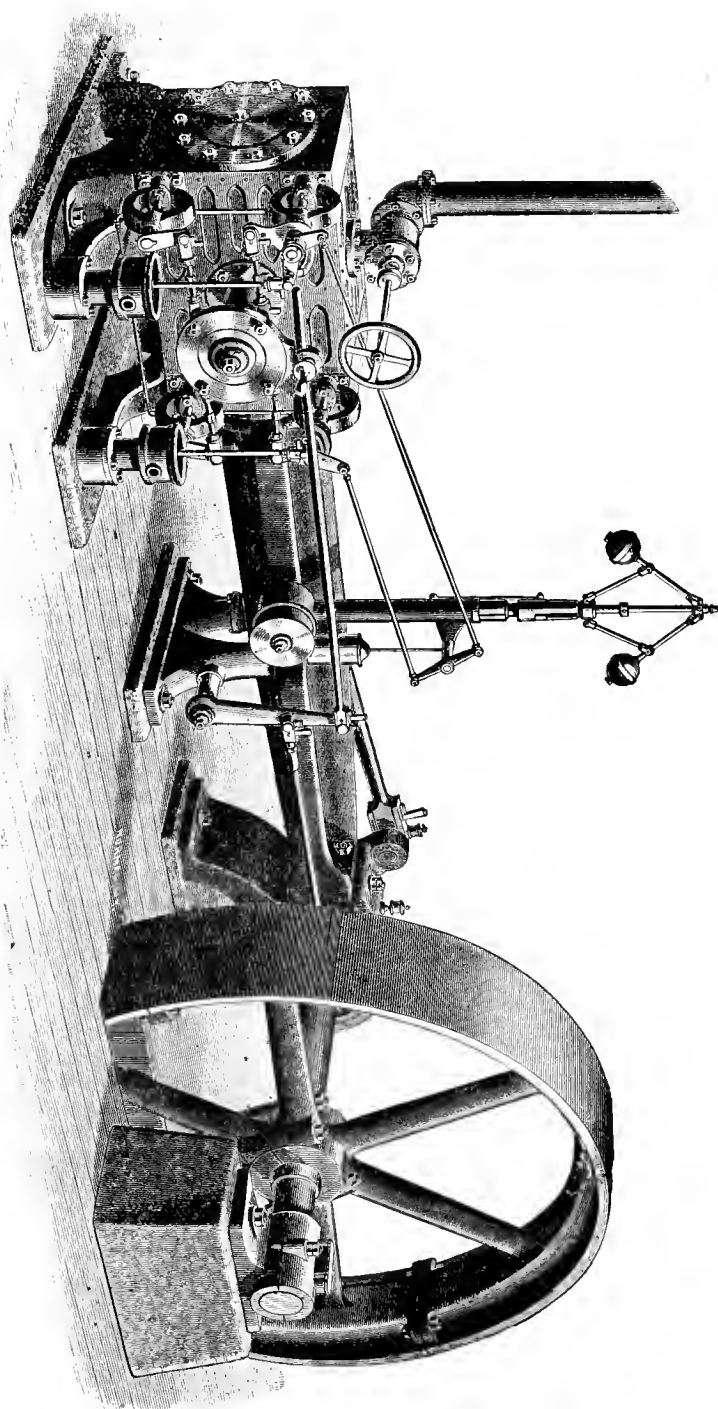
**A**QUILA B. RICH & CO., Importers of ORMONDE Cycles, No. 1790 Broadway, Corner Fifty-eighth Street.—An interesting subject for reflection is the phenomenal progress which has, within a comparatively brief period of time taken place in the bicycle industry. It is within the memory of many when even the successful operation of a vehicle having two single wheels, the one in front of the other, was courageously and confidently doubted, even by intelligent people. The expression, *tempora mutantur* (times change) is never so conclusively justified as by an inspection of the circumstances surrounding the industry in question as practiced to-day, viewed in comparison with the condition of affairs a quarter of a century ago. From the cumbersome and almost useless velocipede of the past has been evolved a veritable masterpiece of mechanical ingenuity, the manufacture of which is a branch of human endeavor in which are embarked millions of capital, and which monopolize the attention of a vast army of influential and prominent business men. While the manufacture of cycles has grown to be a representative American industry, the import trade therein continues to be a vast and flourishing department of our commerce, and one of the most prominent houses engaging in such calling within the limits of the metropolis is that of Messrs. Aquila B. Rich & Co., No. 1790 Broadway. The business was established in the year 1890, and consists chiefly of the importation of high class machines manufactured in Europe specially to suit American requirements. The specialty of the firm is the popular "Ormonde" cycle, the excellence of which machine is a household expression in the mouths of the cycling community. An important branch of the business of Messrs. Rich & Co., consists of the hiring out of machines, the firm having on hand at the disposal of their patrons, no less than one hundred and fifty "road wheel" machines. The business premises occupied by the house are located on the corner of Fifty-eighth Street, a situation of unquestioned excellence, being in the center of a quarter of the metropolis devoted to the residences of a large section of our wealthy and pleasure loving community, and being, moreover, conveniently adjacent to Central Park. The premises consist of a handsome and well appointed store and cover an area of 2,500 square feet. The partnership involves the energies of two able and pushing young business men, well up in every detail of their calling. These are Mr. Aquila B. Rich and Mr. Willis B. Troy. The former of these is a native of New York City, of which he has been resident and which has been the theater of his business prosperity for an extensive period. Mr. Troy claims the west as his birthplace, but his interests are now inseparably identified with New York city. He enjoys the unqualified distinction of being the champion five mile wheel racer of the world, and he officiates in the responsible and important capacity of trainer for the New York Athletic Club and controls and directs all the racing of this prominent association. A treatise upon the American metropolis, its welfare and points of interest would be singularly incomplete did it omit mention of the business concern of Aquila B. Rich & Co.

**L**OUIS HERZOG & CO., Manufacturers of Gold Cases, Dealers in American Watches, Diamonds and Jewelry, No. 52 Maiden Lane.—The long prevailing custom, which has the German son follow the calling of the father, is frequently followed in America, and when congenial to the son, results in the finest mechanics and most successful tradesmen, for the requisite knowledge is acquired under the most favorable training, when the faculties are brightest and most susceptible. In the house of Louis Herzog & Co., the system has an illustration. It was founded more than half a century ago by Samuel Herzog & Sons. It prospered, and in time passed to the sons, Louis and W. Herzog. Twenty years ago the latter severed his connection with the firm and Louis became the senior member, with Mr. Alfred Frank as his partner, the style adopted being Louis Herzog & Co. Thus the son is at the head of the house in which he was at first interested as his father's partner, and to the strength which he gives to the firm, because of age, experience and thorough knowledge, is coupled the vim, push, shrewdness and progressive ideas of a born New Yorker, in the person of Mr. Frank. As manufacturers, the firm make a specialty of gold watch cases, in which they turn out some of the finest and most artistic specimens to be found in the trade. They also deal largely in American watches, diamonds and jewelry, carrying an elegant stock of the choicest goods in every legitimate line. They employ three men on the road, and five in their large, elegantly appointed office, where six safes are placed as repositories for their valuable goods. Mr. Herzog has been in this country for forty years, and enjoys a vigorous old age, made the more honorable by his successful career. The house has a fine trade all over the Union, which it fully merits.

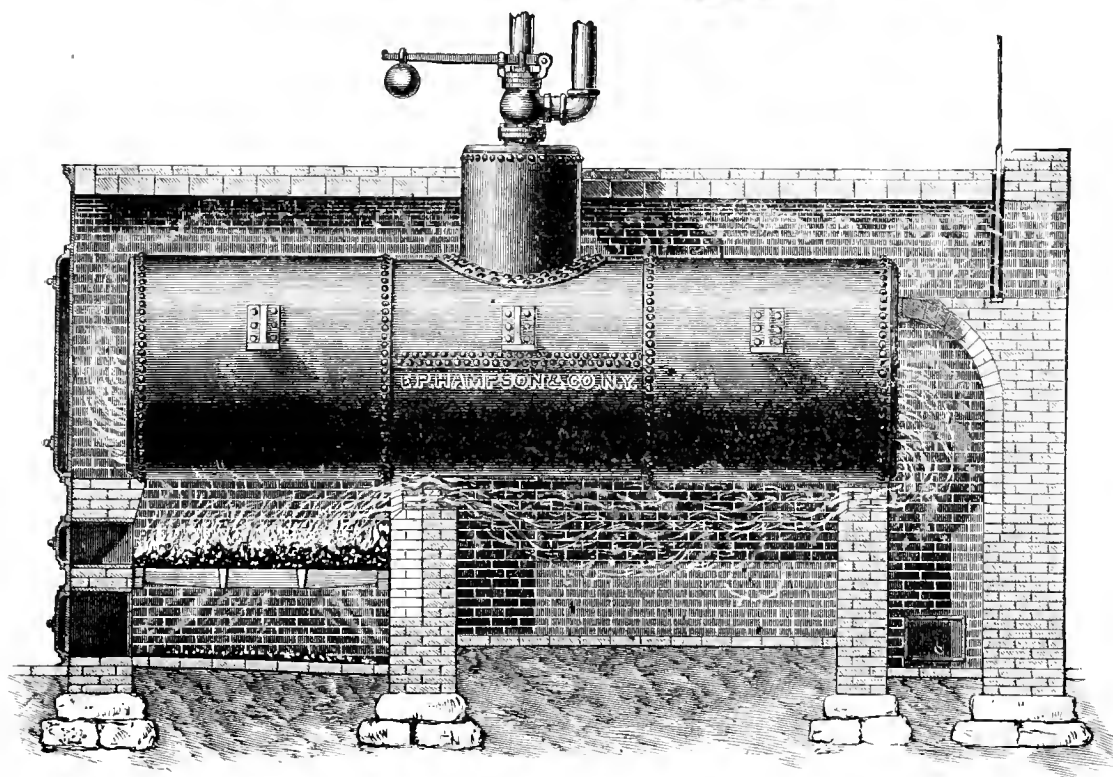
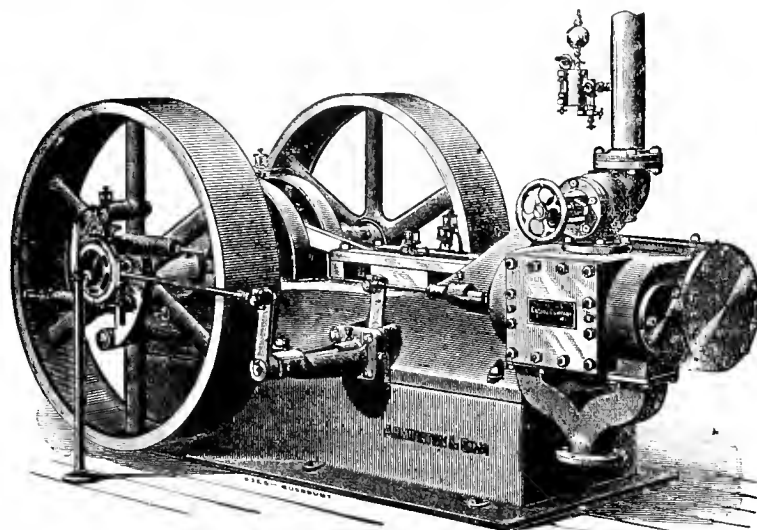
**W**ALTER M. DUNK, Artist, Room No. 32 Aldrich Building, Corner Warren and Church Streets.—The growth of New York as an artistic center has fully kept pace with its commercial and industrial advance, many of the leading artists of the country making their headquarters here. Prominent among these is Mr. Walter M. Dunk, room No. 33 Aldrich Building, corner Warren and Church Streets, whose name has been favorably known to the public for ten years past as an artist of exceptional skill and ability. Mr. Dunk is a native of Pennsylvania and graduated with high honors from the Pennsylvania Academy of Fine Arts. He came to this city a year and a half ago and at once took a front rank as a painter in water colors, he making a specialty of this branch of art. He has also achieved a marked success as a draftsman in black and white, and makes designs and drawings for publishers, photo and wood engravers. His work is in great demand among publishers, and he has a large, liberal and influential patronage derived from the best classes in the community. He is deservedly popular both in business and social circles, and fully merits the marked success he has achieved by his skill, ability and perseverance.

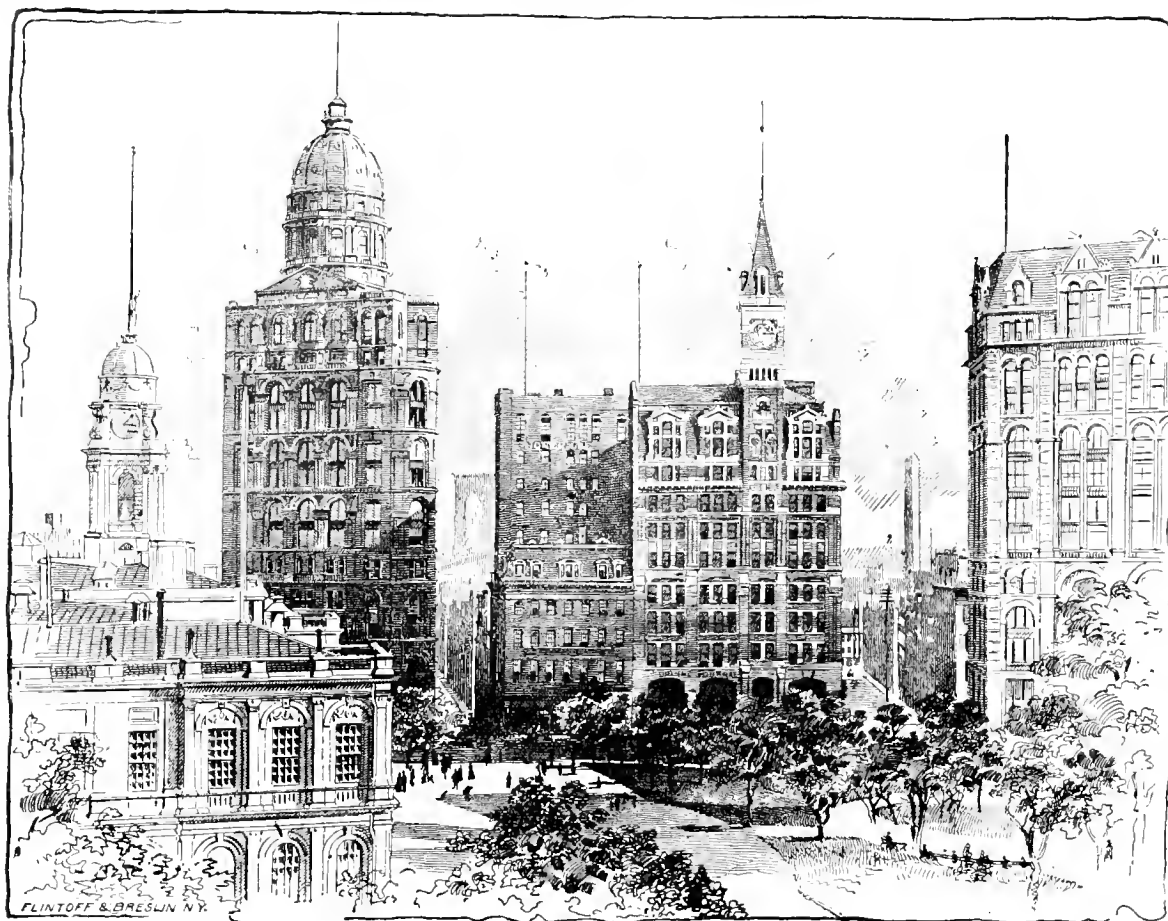


**E**DWARD P. HAMPSON & CO., Steam-Engines and Boilers, No. 36 Cortlandt Street.—The steam engine is, in this era, the most perfect piece of mechanism on the face of the earth. Skill and science have both been utilized to the utmost, and yet among the multitude of manufacturers it is well to pause and endeavor to weigh the comparative merits of the various styles, and select upon a critical basis of merit. Some of the concerns engaged in this line, whose advertisements are sown broadcast, have been unable to maintain the market their ambitions would fill. The reason is apparent, when their new fangled engines speedily need repairs, break down, or prove inadequate to the work demanded of them. There are some houses in this country that have achieved a solid reputation for the superiority of their engines, and fully live up to it. Such a house is that of Messrs. Edward P. Hampson & Co., whose office and salesrooms are located at No. 36 Cortlandt Street. This firm are widely known as engineers and contractors for complete steam plants, and are extensive manufacturers of engines and boilers, operating factories in Providence, R. I., Watertown, N. Y., and Waynesborough, Pa. This house has been established in New York for a period of thirty-five years. Founded on a substantial basis of skill, energy and integrity, the business has had a remarkable growth, and is one of the best illustrations of industrial progress in the country. The co-partners, Messrs. Edward P. Hampson and William F. Haring, are close students of the progress made in steam engineering, and have included in their engines every improvement that conduets to economy in running and increased horsepower. The best of material only is employed, and every part is fashioned and put together with the greatest accuracy and care. Every engine is severely tested before shipment, and is guaranteed to give satisfaction. Prices are at bed rock, and, quality considered, are the cheapest quoted by any engine builders in the land. A speciality is made of the "Eclipse" Corliss engine, the Armington and Sinns engine, the Watertown steam-engine, traction engines and horizontal boilers, and a splendid stock of these productions is kept on hand, so that there may be no delay



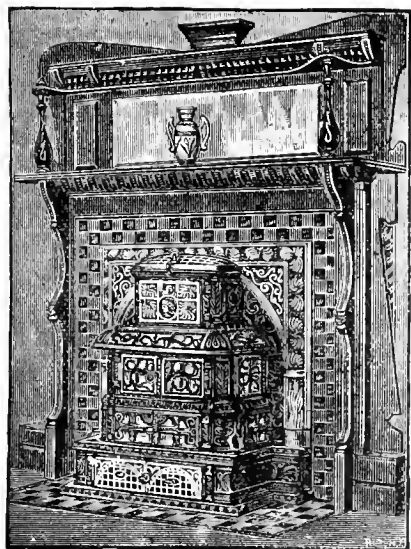
in filling orders. Possessed of sterling enterprise and alert to meet the most exacting requirements of customers, Messrs. Hampson & Co., sell their engines from Maine to California, style and power being always adapted specially to the wants of purchasers, and the unrivaled engines of this firm can be truthfully spoken of as hourly running to the extent of many thousand horse-power in every state in the union. Parties about to secure steam-engines, boilers or complete steam plants will save money and obtain better service through this honorable firm than by dealing with any other in the United States. Mr. Hampson was born in New Jersey in 1823, and has spent a life-time in the promotion of this important branch of industry. Mr. Haring is a native of Orange County, New York, in the early prime of life, and thoroughly expert and successful as an engineer and contractor. Manifesting a determination to maintain their products in the van of the market, Messrs. Hampson & Co. are reaping their reward in an increasing patronage and a renewed season of prosperity.



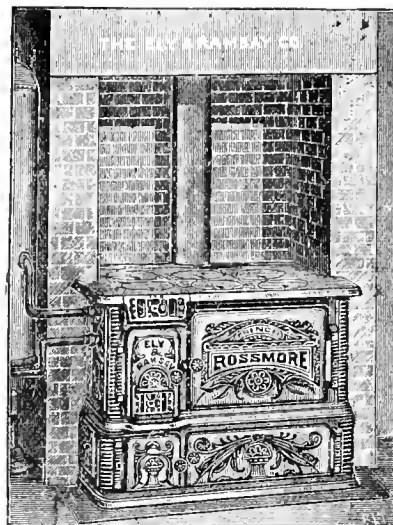


**L**YON BROS., Jobbers of Oranges, Lemons and Grapes, No. 279 Washington Street.—To assert that the eminence of a house is necessarily in inverse ratio to the breadth of its scope would be a bold and in some cases a misleading statement, but it is certainly a fact that not a few of the most flourishing and successful concerns are those confining their transactions to a limited range of goods. The firm of Lyon Bros. importers, commission merchants and dealers in oranges, lemons and grapes, is a notable case in point. This prominent and responsible old house, which is normally the third largest of its kind in the city, having transacted a larger business in grapes in 1890 than any other firm; its trade in these, in both domestic and foreign varieties, as well as in oranges and lemons, being with patrons in every section of the country. The business was founded in the year 1865, by W. E. Lyon & Son, the son, Mr. Clark N. Lyon, being succeeded by another son, Mr. L. M. Lyon in 1877, the business being continued under the same trading title until 1881, when the senior partner retired, and Mr. L. M. Lyon took his brother, Mr. Seeley Lyon into partnership, and the present firm name was adopted, this remaining unchanged, though Mr. William Hill was admitted to an interest as a silent partner in 1890, a removal being made in the same year from the premises originally occupied on Barelay Street, to the commanding and spacious quarters, consisting of four floors and basement, each 25 x 100 feet in expanse, at No. 279 Washington Street; Mr. Seeley Lyon it should be mentioned, died in 1882, and the surviving brother continued alone, until the admission of Mr. Hill to an interest; Mr. J. B. Lyon, another brother, also obtained an interest about the same time. The partners are members of the Foreign Fruit Exchange, and of the Fruit Buyers' Union. Mr. L. M. Lyon, who is a native of this city, and one of the most prominent men in his trade, being a director and an active executive officer of the last-named important association. The firm's spacious premises are at all times filled with a very heavy and choice stock of such of the fruits handled in each variety and grade as are in season, and the establishment, manned by an efficient staff is rightly regarded as one of the most important of its kind in the city. All the brothers were born in New York, and a large share of the credit arising from the able management of the business is reflected upon them personally. They make a specialty of supplying fancy fruits to first-class hotels, among them being the Plaza, Grand Union, Murray Hill, Gilsey, Victoria, Bristol, St. Marc, Madison Avenue, St. James, Godney House and many others.



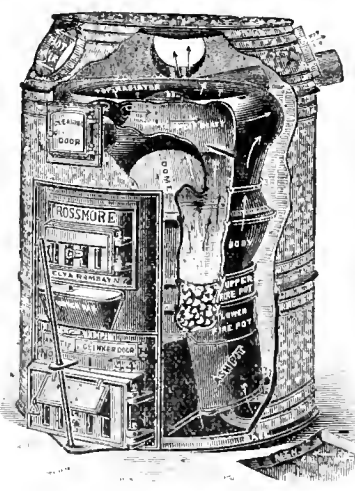
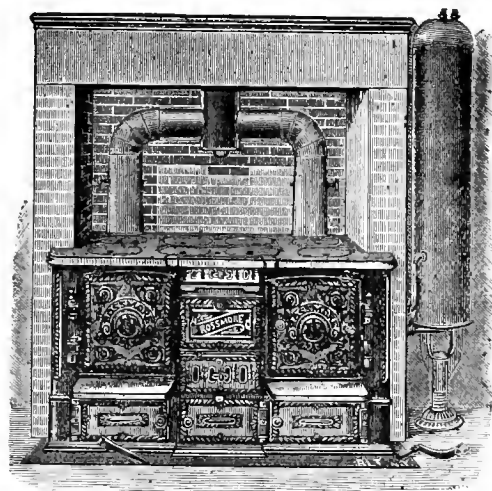


THE ELY & RAMSAY COMPANY, Manufacturers of the Celebrated "ROSSMORE" Furnaces, Ranges, Fire-Place and Open Franklin Heaters, Parlor and Cook Stoves, Nos. 247 and 249 Water Street, Foundry, Peekskill, N. Y.—It is a well-established fact that American stoves, ranges and furnaces are unequalled by any other land, as regards economy in the consumption of fuel, general efficiency and peculiar merits, while at the same time they are the embodiments of mechanical workmanship of the highest order of perfection. No better illustration of the truth of this statement can



be found than by an inspection of the extensive stock of stoves, ranges, furnaces and heaters shown by the Ely & Ramsay Company, at their spacious salesrooms, Nos. 247 and 249 Water Street. This company are especially prominent as manufacturers of the celebrated "Rossmore" furnaces, ranges, fire-place and open Franklin heaters, parlor and cook stoves, and operate one of the best equipped foundries in the country at Peekskill, N. Y. The business was originally established in 1870, by Messrs Ely & Ramsay, and in 1890 the present company was incorporated under the laws of the state of New York, with Nathan L. Ely, president; D. S. Ramsay, treasurer; H. J. Redfield, secretary. The company's goods are everywhere recognized as unsurpassed for beautiful ornamentation, excellence of finish, symmetrical proportions and perfect operation, fully meeting the requirements of the most critical customers. Their splendid stoves, ranges and heaters are found to be admirably adapted to the wants of any section of the country, while the prices quoted for them in all cases are exceedingly just and moderate. The many years experience of the managers enable them to accomplish novel and useful improvements, for which they are ever on the alert, and as a result they are selling from Maine to California, from the Lakes to the Gulf, and throughout the Canadas. The New York warehouse is a spacious four-story structure, giving ample accommodations for the immense stock of the company's goods and specialties, which have no equal in America and are prime favorites with the trade and public wherever introduced and tested. The company deals in

mica of all sizes, hollow-ware of all kinds, the celebrated "Rossmore" stove polish and the Hercules furnace cement, in five and ten-pound cans, the best polish and cement known. The officers of the company are all natives of New York state, expert and accomplished manufacturers, and enterprising, reliable business men who appreciate the fact that honest work at fair prices is conducive to success and permanency in business.



**B**OYNTON BICYCLE RAILWAY COMPANY, Mutual Life Building, No. 32 Nassau Street.—The Boynton Bicycle Railroad System eclipses in its far reaching effects any invention of the nineteenth century. It smacks of the great revolution in locomotion which is expected by the most sanguine to occur in the twentieth century, while, above all other considerations, it is perfectly practicable. This system is now being introduced by the Boynton Bicycle Railway Company, of this city, whose headquarters are in the Mutual Life Building, No. 32 Nassau Street. This company was incorporated in 1888, under the laws of New Jersey, with a capital of \$5,000,000, which will soon be doubled, and is managed by E. M. Boynton, the president, who is also the inventor and patentee of the system. The Boynton Bicycle Railway system is now attracting the attention of civil and mechanical engineers throughout the entire civilized world, and railway corporations are everywhere seriously considering the advantages of a plan that has passed the experimental stage, and which promises to revolutionize present means of transportation and travel. This system has had its engines and passenger cars in use on an old standard gauge New York railway, The Sea Beach and Brighton from Gravesend to Coney Island, during the past year. Many thousand passengers have been carried, and the line is now running a regular New York connection, via Bay Ridge Ferry, from the battery. Their heaviest engines and trains, on one rail, are readily switched, the overhead rail simultaneously with the lower by a slight turn of a two inch standing rod. Two trains can be seen side by side on the ordinary gauge, which is four feet eleven inches from center to center of rails. The cars being four feet wide, there are eleven inches between them. The weight of six cars seating one hundred and eight people is but five tons. To seat an equal number in the lightest elevated cars requires thirty tons, on ordinary street railways fifty to sixty tons, while the palace cars of ordinary roads, two tracks, weigh from one to forty-eight tons, and seat but twenty-four persons. The safety is as nearly absolute as possible. The bicycle single track train, with its double flanged wheels below and by quadruple overhead guides, is practically grooved and cannot jump or leave the track unless the steel wheels should break. The overhead wheels, however, scarcely touch the rails in going straight, while in rounding curves their action renders the motion as smooth nearly as on a tangent. There is no lateral motion, and the wrenching and seasickness which renders it impossible for many invalids to travel, is removed. A single car of the bicycle has usually been used containing seats for one hundred and eight people, and at short intervals on the middle of the section this car has been run ninety miles an hour with passengers on board. Four thousand five hundred trains run connecting with other lines, selling through tickets, prove the safety, economy and unquestioned success of this system. When we consider the enormous weight of pullman palace cars (from eighty to ninety thousand pounds) is equivalent to the weight of seven hundred passengers, we readily ask the question, why not carry the seven hundred passengers instead of their equivalent in timber and iron? It is undoubtedly a fact that a speed of one hundred miles an hour is readily attainable on the bicycle plan. Every difficulty in the application of steam to the standard gauge roads has been practically solved. It is on the eve of wide application to both new and existing roads. The cars of this system are reached in loading and unloading, by two-story platforms in the depots, and spiral staircases at the end of such cars as may be thought desirable on through trains. The material of which the car is constructed is wood veneer, held in place by steel bands and rods. The cars now in use have nine compartments below and nine above, each room seating six people face to face, as in a hack, one hundred and eight seats in the car. This cellular construction, like the bamboo, insures great strength and lightness. It has been found that wooden guiding rails are amply sufficient, safe and reliable, as well as silent when the wheels touch them, which they alone do in rounding curves. Posts, by experiment, are found not to require setting nearer than thirty-three feet apart and the cost to the most of the Western and Southern railways of the guiding structure will not exceed two thousand dollars per mile. It will furnish the fencing and much structural work for depots and freight sheds, and a firm support for all telegraph, telephone and electric wires. The cost of double tracking is saved. Ten thousand million dollars is now invested in American railways. It would cost eight millions to double track them as safety requires, and this sum is saved by the bicycle system, which makes each rail do double, and in some instances, fourfold what the two rails are now capable of performing, and increase the safety in as great a proportion as the tenfold economy. The enormous wear, waste and tear, the present inadequate and slow facilities of transportation will yield a better system now that it is proved. If four thousand trains safely and successfully run on the worst kind of a standard gauge railroad at high speed on the bicycle plan have not settled the facts in favor of this system, and if the saving of twenty-fold in coal by the light trains has not settled it, what will? Companies are now forming that will cause an awakening to any conservatives who refuse to examine, and so important a saving now it is proved a success with unexampled speed, safety, economy and adaptability to existing roads at minimum cost and without interference with their present traffic. The system will collect a royalty of one cent for every ten miles carriage of a passenger or a ton of freight, which, it is estimated, will produce one hundred million dollars yearly. It is patented throughout the civilized world and is destined to bring the peoples of all lands into closer and more intimate union, facilitating commerce, reducing the burdens of life and lessening the cost of nearly everything necessary to the comfort and happiness of mankind. From ocean to ocean and over the ocean the finished results of genius, skill and unusual enterprise have raised another monument that casts a shadow over the fair fame of England's boasted handiwork. From a beginning of prospective success, the energy and push of this company have placed an entirely new industry upon a basis firm and permanent. To Mr. E. M. Boynton, the founder, president and moving spirit, is due the remarkable success of an enterprise which started out upon an unknown sea of American invention. Mr. Boynton is a native of Ohio, a resident of Massachusetts, still in the active prime of life, an inventor of brilliant talents, and at the same time a clear headed, sound and able business man. He has held the tiller with firm and steady grasp, until he has not only steered the young company into still waters, but has covered it with the iron plates of certainty and success.

**J.** P. PERRIN & CO., Mill Agents for Upholstery Goods, Etc., No. 205 Canal Street.—As a center for the trade in manufacturers' supplies, New York has attained great prominence, and is more than ever a favorite purchasing point. This satisfactory state of affairs is almost wholly to be attributed to the energy and enterprise of the leading mill or manufacturers' selling agents who now form so important a factor for the conduct of business transactions between producer and consumer. Among the more recent acquisitions to this branch of metropolitan commerce ranks the newly organized firm of Messrs. J. P. Perrin & Co., agents for the sale of upholstery goods, whose business premises are located at No. 205 Canal Street. This enterprise was established by Messrs. J. P. Perrin and Henry I. Hart, under the present firm style, at the opening of the current year, and, under existing favorable auspices, it would seem they are destined to achieve a pronounced and permanent success. The firm act as agents for several of the leading Philadelphia carpet and upholstery mills, and supply materials and general woven textile fabrics of the furniture trade. The premises occupied comprise a spacious and commodious floor, 20 x 60 feet in dimensions, giving ample accommodation for the manipulation and display of stock and the general advantageous prosecution of their rapidly increasing business. Both members of the firm are native New Yorkers, young energetic men of business, and active competitors for legitimate trade in their particular branch of commercial integrity.

**P**LAZA HOTEL, F. A. Hammond, Proprietor, Fifth Avenue and Fifty-ninth Street.—The most important event to chronicle of late years in the history of hotel enterprises in New York is the opening of the new Plaza Hotel at the main entrance to Central Park, Fifth Avenue, Fifty-eight and Fifty-ninth Streets. On this splendid site has been erected one of the finest specimens of architecture in the known world, specially

planned, arranged and furnished throughout its imposing eight stories, as the model hostelry of America. Although open to the public as late as the year 1890, the name of this magnificent hotel has already become a proverb for elegant accommodations among the refined and cultured classes of both America and Europe. It is now one of the show-places of the metropolis, having no rival among the hotels of any city in the Union, combining as it does in the most perfect manner every comfort and convenience with the refined and quiet atmosphere of the best circles of home life, and unsurpassed in appointments and decorations by the finest private mansions of American millionaires or British nobles. The Plaza is a magnificent specimen of architectural achievement, its solid and ornate marble front, rising to a height of eight stories, with a frontage of 200 feet on Fifth Avenue, and the Park approach, and a depth of 135 feet on Fifty-eight and 175 feet on Fifty-ninth Streets. It was erected



and furnished at a cost of \$8,000,000, and contains 400 rooms, single and en suite. It is the only hotel in New York that is practically fire-proof, being constructed of stone, iron and cement to the entire exclusion of wood in either its walls, floors or stair-cases; while in addition to its fire-proof qualities, the safety of the house is insured by the introduction of a most powerful and complete water system, including tanks located on the roof, which hold 18,000 gallons, and a hose-room on each floor, so that absolute security from fire is guaranteed to its guests. No expense has been considered too great in fitting up the interior of this hotel. The wide and lofty hall, leading from the entrance to the office rotunda is believed to be the finest in the world, being paved in Roman mosaics and elaborately decorated. The wainscoting and counters in the office are resplendent in Nubian marble, while marble staircases and wainscots, frescoed ceilings, handsomely decorated walls, and furniture in keeping, characterize the public apartments and corridors of the Plaza. Every modern accessory of the decorator and upholsterer have been utilized, and the house is a beautiful and artistic exhibit of modern achievement in these lines. Painting and sculpture adorn the walls of the reading and smoking rooms, and the reception rooms and ladies' parlors are luxurious in their equipments. Here is the largest display of electric lights made by any hotel in the world, while under one roof are gathered all accessories to complete hotel life, embracing a finely-stocked bar, passenger elevators, electric appliances, barber shop, billiard room, etc. The main dining hall is a noble apartment, grand in proportions, and, with its adjoining smaller refreshment and tea rooms, afford every accommodation to the public. Both a table d'hôte and a restaurant à la carte are provided, and the culinary department is made the constant study of the expert chef and his staff of assistants to meet the demands of the elaborate bills of fare for which the Plaza has become so widely renowned. A leading feature of the house is its table, which is

rarely equaled on the continent, while the wines and liquors handled are of a superior quality. The registers of this hotel already contain the names of notable tourists and travelers, who are unstinted in praise of the accommodations and facilities here afforded, and the patronage has at once become extensive and of the most influential and gratifying character. Among the unique features of the Plaza are the bath rooms; their floors are of mosaic, and the walls are tiled to the height of five feet. The material of the bath tubs is of porcelain. The Plaza Hotel uses water and ice, made from vapor, thus avoiding all chance of disease from that source. The evaporating apparatus and ice machine can be seen working on the premises at any time. The moving spirit of this great caravansary—the model hotel of the age—is Mr. F. A. Hammond, who has devoted his life to hotel management, and there is no detail thereof of which he is not its perfect master. He is a native New Yorker, still in the active prime of his powers, noted for his executive ability and conscientious attention to details, so that every department runs smoothly and the continued popularity of the house under its present regime is well assured.

**H**OTEL LINCOLN, P. H. McCann, Prop'r., Broadway and Fifty-second Street.—One of the recent elegant additions to the list of metropolitan high class hotels is the Hotel Lincoln, cor. of Broadway and Fifty-second Street. This establishment was opened in the year 1890, and consists of a handsome brick and terra cotta building of six stories; the ground area covering 10,600 square feet. The hotel has no less than 160 rooms, among which are private dining rooms, parlors and reception rooms; the elegance and artistic taste displayed in their furnishing and decoration occasioning the unqualified admiration of all beholders; onrivaling, indeed, in the mentioned particulars the apartments of a millionaire's mansion, the entire decoration of the hotel having cost something like \$200,000. The Hotel Lincoln is essentially a family hotel, catering to an extremely high class of patronage, which the excellence of the establishment assures. The cuisine of the hotel is presided over by an expert at the art and attached to the building is a fine and elegantly appointed café where the choicest wines, liquors, cigars, etc. are dispensed. A feature of the house is the noble and commanding vestibule which is equipped in a most perfect manner; the mosaic pavement thereof being, in itself, a veritable artistic chef-d'œuvre. The establishment is lighted throughout with the latest improvement in electric illumination; steam-power is adequately supplied, and one Otis elevator is in constant use. One trial of the Hotel Lincoln results in perfect satisfaction to the patron, who is oftener than not sanguine in expressing his enthusiasm in praise of the house and its management. The proprietor is Mr. P. H. McCann; a perfect master in every sense of the expression, of the intricacies of his calling. This gentleman appears to have solved, in the excellent way in which he conducts the Hotel Lincoln, one of the most subtle problems of the "science of living" in that he has provided the nearest approach to perfection attainable, at the disposal of his guest. Mr. McCann is of middle age and is a native of Ireland. He has, however, been resident in the United States for a period of 35 years. The Hotel Lincoln, under its present excellent direction, bids fair, in the near future, to become one of the most attractive establishments of its class in the metropolis.

**J**OHAN H. NEWTON, Wholesale Commission Merchant in Imported and Domestic Fruits and all Produce, No. 311 Washington Street.—Those who are familiar with the commercial economy of the metropolis can not fail to recognize that in every branch of human endeavor there occurs a natural division of the classes engaged therein. This is significantly the case with regard to the produce commission business; for we observe the commercial houses devoted to such calling marshalled under two grand heads, viz., those of a representative character, and those of modest pretensions exerting but a minor influence upon the metropolitan prosperity. Eminently qualified in every particular for classification under the first of these divisions is the reputable house of John H. Newton, of No. 311 Washington Street. Mr. Newton, has been established in business since 1865, and during the honorable years of his identification with the trade he has continued a steady progress in the direction of the desired goal—prosperity. This he has now unquestionably achieved, and we find him, to-day, standing at the head and front of his calling, enjoying the confidence of all with whom he has relations. Mr. Newton transacts a general wholesale produce commission business, having heavy transactions in poultry, eggs, butter, beans, oranges, imported and domestic fruits, etc., importing large shipments of fruits from the West Indies. He conducts a very large business, extending throughout the country, and he bears a most enviable reputation amongst his consignors for the promptitude with which he makes returns upon shipments. The premises occupied consist of four floors, each covering an area of 25,000 square feet, and are admirably adapted for the handling of a large business, giving constant employment to a corps of ten assistants. Mr. Newton is a middle-aged man and a native of Alabama, his father having been engaged in the cotton trade between that state and New York. He has been resident, however, in the metropolis for his whole life, his prosperity having grown at a rate proportionately commensurate with that of the city. He is a prominent member of the Mercantile Exchange, and acts as the metropolitan agent and manager of the Farmer's Alliance Exchange and Macon Produce Exchange. Mr. Newton offers as a reference to those desirous of satisfying themselves of his worth and merit, the Irving National Bank and the names of shippers located in all sections of the country, the financial standing of the house affording absolute security. In addition to his real estate he purchased recently another valuable store, No. 327 Washington Street, between Jay and Harrison Sts., in the center of the produce district, where he will remove his business May 1st, 1892.



CENTRAL PARK—THE MALL.

**N.** DURHAM, General Commission Merchant, Eggs, Poultry and Game, No. 138 Reade Street.—A prominent and old-established house in this city engaged in the sale of eggs, poultry and game on commission, is that of Mr. N. Durham, located at No. 138 Reade Street. This enterprise had its inception twenty years ago, and during this period has undergone no change in ownership but, until within the past two years was located in the Erie Building. It has, through all its career, prosecuted a successful and steadily increasing business, and no similar concern bears a higher reputation, or is better prepared to meet the demands of its customers and the trade in general. The premises occupied comprise three floors 25 x 100 feet in dimensions, fitted up with every convenience for the successful prosecution of the business. The poultry and game is received from all parts of the United States, and large consignments of eggs are received daily. All goods are quickly disposed of and prompt returns made. The goods handled are of the best quality, and the proprietor is enabled to quote prices that could not be afforded by houses whose equipment is less thorough, or whose transactions are circumscribed through lack of capital. We commend the house as a reliable and responsible one in every particular, and bespeak for it the confidence and support of our readers and the community at large. Mr. N. Durham, the proprietor, is a native of Durhamville, Oneida County, N. Y., but has been a resident of Brooklyn for the past forty years. He is well and favorably known as an energetic, progressive business man.

**CLARENDON HOTEL**, C. H. Kerner, Proprietor, 217 Fourth Avenue, Cor. Eighteenth Street.—The Clarendon is one of the representative hotels and a feature of New York. It is eligibly situated at Fourth Avenue and Eighteenth Street, and as a perfectly equipped, luxuriously furnished and ably conducted house on the American and European plans, as may be desired by its guests, has no superior here or in other cities. It was established in 1851, by Mr. Gerritt Kerner, who died in 1863 and was succeeded by his son, Mr. C. H. Kerner, the present popular proprietor. This gentleman has become noted as a master of the difficult art of modern hotel keeping, and brings to bear marked executive ability, sound judgment and untiring energy in keeping the house steadily up to the highest standard. The Clarendon is a five-story brick structure, 175 x 50 feet in dimensions, and contains one hundred and seventy-five rooms. It is well planned internally and embraces every modern improvement, including electric lights, passenger elevator, steam heat, annunciators and all the accessories to completely-rounded hotel life. On the main floor are the offices, reception room, reading room and spacious and dining rooms. The finest of wines and liquors are kept for the accommodation of the guest only, and the service in every department is perfect. Many of the rooms are arranged en suite, affording superior facilities for families. The Clarendon has ever been noted for its table. Mr. Kerner is a liberal caterer, believing in serving the best and plenty of it, and is assisted in this branch by expert chefs and stewards. As regards location, the Clarendon has no successful rival, being directly central to the most fashionable sections of the city, the best stores, theaters and churches, while in view of the solid comfort enjoyed by guests the public will best consult its own interests by stopping here and partaking of the generous hospitality extended by Mr. Kerner, than whom there is no more popular host in all the land.

**THINGVALLA LINE**, A. E. Johnson & Co., General Passenger Agents, No. 28 State Street.—The commercial greatness of New York is mainly due to her unexcelled natural and artificially improved facilities as a shipping port, and to the splendid lines of steamships which ply from hence to all parts of the world. The Thingvalla Line is the only direct passenger and mail line between New York and Denmark, Norway and Sweden, and the only transatlantic line of passenger steamers sailing under a Scandinavian flag and having Scandinavian captains, officers, surgeons and crew. Messrs. A. E. Johnson & Co. are general passenger agents of this line, with headquarters at No. 28 State Street. This firm were originally northwestern agents for the Thingvalla, stationed at St. Paul from 1881 until 1890, when they were made their general agents here. They furnish cabin, intermediate and steerage tickets between New York, Christiania, Christiansand, Bergen, Stavanger, Trondhjem, Gothenburg, Stockholm, Malmo, Esbjerg or Copenhagen at very reasonable prices; while all passenger luggage is checked from port of embarkation to the point of destination, the value of which safeguard against loss or delay of baggage cannot be over-estimated. Thingvalla steamers make faster time between Scandinavian ports and New York than any other line, the usual time being eleven to twelve days. The saloons are spacious and finely furnished, the state-rooms are thoroughly commodious, with every possible convenience that good taste, experience and science can supply, while the *cuisine* is on the same liberal plan as the other appointments. Scandinavian passengers should by all means select the Thingvalla Line, as the passengers are all of that nationality, as are also all on board. The steamer's dock is at foot of Fourth Street, Hoboken, and passengers will do well to secure their berths as early as possible, especially during the spring and summer season, as the line is eminently popular with Scandinavians. So, too, are the general passenger agents, Messrs. A. E. Johnson and Olaf O. Searle. These gentlemen, composing the firm of A. E. Johnson & Co., are proprietors of the largest Scandinavian and German land and emigration agency of the United States. They have for sale about sixty millions of acres of the best timber, prairie and grazing lands of the northwest and on the Pacific coast; while their steamship ticket business is unparalleled. They represent most of the prominent steamship companies in the world, as Northwestern agents, including the Inman, White Star, Cunard and National Lines, with offices in St. Paul, Chicago, Minneapolis, Duluth, Spokane Falls, Seattle, Tacoma and Portland, Ore. They also transact a large foreign exchange business, issuing drafts on the leading banks throughout the world; while their offices are veritable bureaus of information. The firm are also general German and Scandinavian emigration agents of the Northern Pacific Railroad, and are particularly well posted on lands and other matters of interest for business men, farmers, mechanics or laborers on the Pacific coast. Mr. Johnson was born in Karlskoga, province of Vermland, Sweden, in the year 1840, and emigrated to America when fourteen years old. He has been identified with emigration affairs for over a quarter of a century, and as early as 1867 was appointed official emigration agent for the state of Minnesota. He is now vice-president of the Scandinavian American Bank of St. Paul, and director of the Scandia Bank of Minneapolis and the Scandia-American Bank of Crookston, as well as largely interested in the publication of "The North," a Scandinavian paper published at Minneapolis in the English language. Mr. Searle was born in Norway thirty years ago, and came to America in 1881. He became a partner of Mr. Johnson two years later, and has since been largely interested in the commercial and financial development of the great northwest. These gentlemen combine great force of character, vigorous ability and ripe experience to form a firm of international prominence, wide-spread popularity and solid worth.

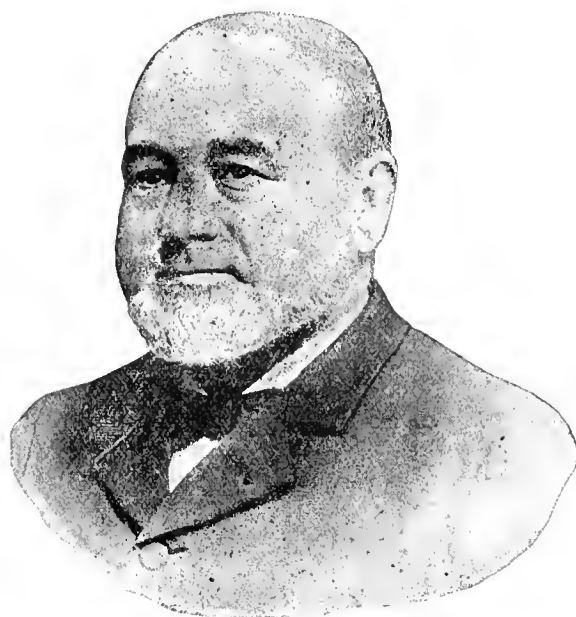


**B**ROOKS BROTHERS, Clothiers and Dealers in Gentlemen's Furnishing Goods, Broadway, Corner Twenty-second Street.—New York's supremacy in the ready-made clothing trade is assured by the possession of such an eminent and enterprising house as that of Messrs. Brooks Brothers, located on Broadway, corner of Twenty-second Street. This house was the pioneer in the ready-made clothing trade in this country, and the sound judgment, marked executive ability and perfect facilities of its founders and promoters have long ago secured for the fine clothing of their manufacture, the national reputation of being fully the equal of custom made. The business was established in 1818 by Mr. Henry Brooks, who was succeeded in turn by H. and D. H. Brooks until 1832, when the firm of Brooks Brothers was organized by Messrs. D. H., John, Elisha and Edward S. Brooks. The members of the firm at present are John E. Brooks, a son of John Brooks and a member since 1875; Francis Wagner and Francis G. Lloyd, both partners since 1879; and Frederick Brooks, the youngest son of John, who came into the firm in 1889. The business was originally located at the corner of Catherine and Cherry Streets, and about 1858 the firm erected a building at Broadway and Grand Street, which for a number of years was accounted



the largest and most elaborate clothing house in the world. The present premises have been occupied for the past ten years, and comprise an entire five-story building, 125 x 175 feet in dimensions, divided into manufacturing and sales departments and supplied with elevators, steam-heat and all modern conveniences, while employment is given in the building to four hundred skilled hands, and to some three hundred more outside. This firm manufacture all their own goods, and make a specialty of custom work, selling only to the consumer, which extends to all parts of the United States, with numerous permanent customers in London, Paris, South America, Mexico, Australia and other foreign countries. The firm make the finest clothing in the world. Their ready-made goods are all distinguished for some excellence, peculiarly their own, while the finer grades are equal in every respect to the best custom work in fit, finish, elegance and fashion. The proprietors exercise sound judgment and the greatest enterprise in the selection of their woolens and suitings, and are first to secure all the new shades, patterns and textures in both American and foreign fabrics, while their styles are recognized as correct. The business has attained proportions of enormous magnitude, growing upon the sound basis of the best clothing of every grade at the lowest prices commensurate with honest workmanship. As thus constituted, the house has few equals anywhere for all those qualifications that insure efficiency and success, and their establishment is a model one in every sense.

**S.** LACHMAN & CO., Dealers in California Wines and Brandies, Nos. 453 to 465 Brannan Street, San Francisco, California; New York Office, Nos. 22, 24 and 26 Elm Street.—The marked attention that has been given during recent years to the cultivation of grapes in the favorable districts of the United States, has resulted in developing that industry to vast proportions, and has greatly increased the popular demand for wines as a healthful and stimulating beverage, which in spite of the determined opposition of handlers of the best brands of such goods from the old and long cultivated wine producing regions of Europe, whose growers see that one of the best and most fruitful fields of consumption is rapidly passing out of their hands, and whose best vintages when placed in comparison with those produced in this country possess no better qualities, and in many instances are vastly inferior to those grown and made in this country, taking age, climate and experience into due consideration. To no individual is more credit due for these results than to Mr. S. Lachman, proprietor of S. Lachman & Co.'s mammoth establishment located at Nos. 453 to 465 Brannan Street, San Francisco, California, and whose New York office is desirably situated at Nos. 22, 24 and 26 Elm, corner of Duane Street. This gentleman is truly the pioneer of the wine and brandy industry in California, and his establishment is the oldest and largest of its kind in the country. The premises occupied in San Francisco are very spacious and commodious, and form one of the most celebrated features of that great, flourishing metropolis. The building itself covers an area of over 48,000 square feet, and is two stories high, which, with the basement gives the establishment a superficial capacity of about 145,000 sq. ft. or a fraction over three acres and a quarter. It is fully fitted up and equipped for business, storage, bottling and other purposes, and is complete in every arrangement, having every necessary modern appliance and approved method at hand, while a large force of thoroughly skilled and experienced hands are given constant employment. The building is well lighted and ventilated, while the vaults and cellars are paved with concrete, traversed in all directions, with gutter ways for carrying off all water used in cleaning and draining the vast quantity of storage casks. This sewerage system, so complete in its uses, is the result of the practical ideas and experience of the proprietor, ably assisted by his son Albert, who was brought up in the business and is a young man of great business



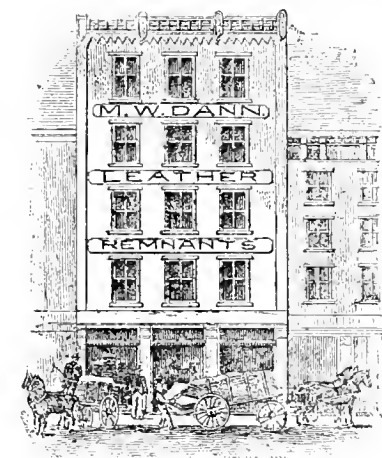
qualifications and practicability in all that he undertakes to do. In the cellar are several hundred oval shaped oak casks, each holding 2000 gallons, systematically arranged in rows. There are also several mammoth receiving tanks with a capacity ranging from 10,000 to 16,000 gallons each, and connected by a series of pipes and pumps to which a hose may be attached for conveying the wines to any part of the building. Having superior connections with the best and largest vineyards and wine producing districts in the state, the wines are received in these tanks where they are blended, in order to obtain a uniformity of quality, and then pumped into the casks and allowed to remain there until settled, when they are returned to the tanks and from there drawn off into smaller packages and allowed to mature before being placed upon the market. The bottling department is thorough and complete in all its arrangements, and the utmost care is taken that none but the very best class of goods shall emanate from the establishment. The cherry oven is of the latest improved pattern and is kept at an unvarying temperature so necessary in preparing wines of this character. The engine, boiler room, cooper shops, stables, and, in fact, everything connected with this concern are all complete in every particular, and contribute toward making it a model of its kind. The range of products embraces the very choicest of high grades of sparkling and still wines, dry and sweet champagnes, Burgundies, ports, sherry, Tokay, Rhine and claret wines, while the output each year amounts to many millions of gallons, for which there is always a steady demand owing to their superior qualities. A specialty is made of pure grape brandies which are fully equal to the best produced anywhere in the world, all conditions being considered. Mr. Lachman is the first dealer and wine producer to send California productions of this kind to the eastern states, and the results he has attained since must certainly be very gratifying to him, as the trade soon grew to such proportions, that in order to meet its demands he established his branch in this city in 1888, which is under the able and enterprising management of his son Albert, and is rapidly developing its trade throughout the whole country east of the Rocky Mountains. Mr. Albert Lachman is a native of California, a pleasant, courteous gentleman, full of that wide-awake business enterprise and keen perception that the young men of that locality possess, and enjoys the fullest confidence of all with whom he has any social or commercial transactions.



**M.** W. DANN, Leather Remnants of all Kinds, No. 57 Rose Street. The trade in leather has long been recognized as a leading department of commerce among the business interests of the Empire City, and has engaged and is still engaging the attention of some of the most progressive business men of the metropolis. The largest leather remnant house in the world and the best-known in the country is that of Mr. M. W. Dann, whose office is at No. 57 Rose Street, and who has long been favorably known to the trade throughout the United States and Canada, his operations extending all over

both countries. Mr. Dann is a native of Connecticut, and resides in that state, where he recently had the misfortune to have his private residence, valued at \$30,000 destroyed by fire, but a new building is now being erected in its place. Mr. Dann first began business in 1880, at No. 381 Pearl Street, starting upon a small scale, but gradually building up a large, first-class trade. He was

subsequently at Nos. 399 and 385 Pearl Street, and took possession of his present quarters in the Spring of the current year. He has also a branch at Nos. 46 and 48 Ferry Street. In addition to his business operations on this continent, Mr. Dann also has connections with the trade in England, France, Germany, Holland and Belgium, and his sales last year amounted to over 3,000,000 pounds of leather offal. A heavy stock of leather remnants is at all times carried, including calf patent skirting, calf patent tongues, French calf tongues, French calf skirtings, French calf patches, split patents, American calf skirting, American calf centers, American calf shoulders, kangaroo centers, kangaroo skirtings, horse hide



centers, bright Dongola, dull Dongola, French kid, pebbled goat, maroon goat, russet goat, welt leather, half heelings, rands, skewings, etc., and the facilities of the house enable the proprietor to meet all orders upon the most favorable and acceptable terms. Mr. Dann is liberal in his policy, prompt in meeting all the requirements of his patrons, and all transactions are conducted upon the most commendable principles of equitable and honorable dealing. Herewith is presented a portrait of the proprietor, Mr. M. W. Dann, together with a cut of the building occupied at No. 57 Rose Street. The success of the firm under his management has established his business ability.



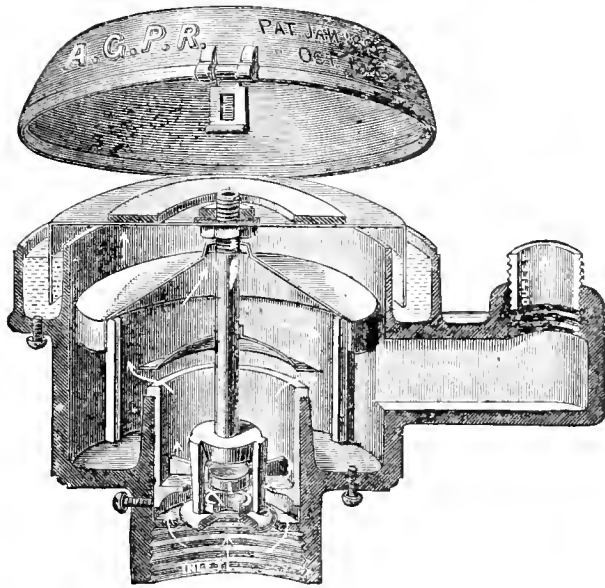
**H**ENRY S. NORTHROP, Manufacturer of Stamped Steel Ceilings, Corrugated and Paneled Iron Ceilings, No. 30 Rose Street.—In no modern line of progress has greater or more satisfactory advance been made than in the matter of interior decoration, and the most admirable effects in ornamentation are attainable at moderate expense. One of the greatest improvements of the kind that has been achieved is the introduction of stamped steel ceilings and corrugated and paneled iron ceilings, which surpass any other interior in finish and prevent damage from water, falling plaster, etc., while they also do away with annoyance from cracking plaster, and shrinking wood ceilings and all decorations dependent upon them. A leading establishment engaged in this field of manufacture is that of Mr. Henry S. Northrop, located at No. 30 Rose Street, this city. The business of this concern was originally founded in Pittsburgh, in 1877, by the present proprietor, and in 1888 a removal was effected to this city, a wider scope of operations being possible here. Owing to the intrinsic merits and artistic excellence of Mr. Northrop's productions he has gained a large, steadily growing patronage of the most influential character, extending all throughout the United States. The spacious premises occupied, have an area of 24 x 10 feet, and are equipped with steam-power machinery and all appliances adaptable to the industry. Employment is found for thirty-five expert workmen, and metal steel ceilings, corrugated and paneled iron ceilings comprise the products. These are made in a large number of beautiful designs, and with only plain painting, they decorate a room richly, from the designs in relief on them, while in the hands of a skillful colorist, they surpass in beauty any other material. Mr. Northrop publishes a handsomely illustrated descriptive catalogue of these specialties, and he is always pleased to furnish a copy to any one desiring the same. Mr. Northrop is a native of Ohio, has long been prominently known in the business world, and his superior goods and liberal methods entitle him to the fullest confidence and patronage of the public.

**W**ILLETTS & CO., Commission Merchants, No. 303 Pearl Street, and No. 64 Cliff Street, (Swamp).—The trade in leather has ever been connected prominently with the development of New York's commerce, wealth and business fame, and has identified with it some of the most progressive and public-spirited business men of the metropolis. The oldest house in the "Swamp," engaged in this line is that of Messrs. Willets & Co., commission merchants, whose establishment is located at No. 303 Pearl Street and No. 64 Cliff Street, the five-story building occupied running through the entire block. This house has been in active operation for the past three quarters of a century, and is widely and favorably known in the trade. The business was founded in 1815 by A. & S. Willets, since deceased, and the firm is now composed of J. T., R. R., W. H. and H. Willets. These gentlemen possess a thorough knowledge of the leather trade in all its branches, and understand full well how to most satisfactorily meet all demands made upon their resources. They carry on general operations as commission merchants, making a specialty of Stoneham sole leather. They have long established connections of an influential order, extending to all parts of the United States and foreign countries, and possess unexcelled facilities for advantageously disposing of all consignments made to them, guaranteeing prompt sales, speedy returns, and the highest current prices, while liberal advances are made when requested. The premises occupied have a very large storage capacity, and an assorted stock is kept on hand to meet the active demand supplied. The Messrs. Willets are natives of New York, popularly known in commercial circles, and their establishment is an acknowledged leading representative in its special branch of trade.

**F.** W. DEVOE & Co., Painters' Colors, Etc., Corner Fulton and William Streets.—There are some houses in this city whose long and steady career, heavy and extensive transactions, and solid business qualities, make them landmarks in the history of the past, and prime factors in the commerce of the present. Of such, the famous house of Messrs. F. W. Devoe & Co. is a prominent representative, both by reason of its great age, the extent of its trade, and the force and energy of its management. As manufacturers and importers of painters' colors, fine varnishes, Japans, etc., this firm enjoy a reputation as wide as the world and a trade that is practically universal. As the recognized leader in its branch of industry, this house is worthy of accurate historical reference. The foundation of the business was laid in 1755, by Mr. William Post, as a painter and glazier, at No. 43 Water Street. In 1770 he became a dealer in paints, glass and colors, and in 1794 he removed the business to the corner of Water and Fletcher Streets. In 1798 the firm of William Post & Sons was organized, which continued until 1800, when Messrs. William & Gerardus Post succeeded to the control, subsequent changes occurred as follows, to wit: 1834, William Post; 1836, Butler & Barker; 1846, Francis Butler; 1848, Butler & Reynolds; 1851, C. T. Reynolds; 1852, Reynolds & Devoe; 1855, Reynolds, Devoe & Co; 1858, Reynolds, Devoe & Pratt; 1864, F. W. Devoe & Co. From 1794 until 1855 the business was carried on at the corner of Water and Fletcher Streets, and since then has always been on Fulton Street. The paint factories of the firm are located at Horatio and Jane Streets, New York; while their varnish works are situated at Nos. 213, 215, 217, and 219 Railroad Avenue, Newark, N. J. The paint factories contain nearly two acres of floor space, and are the best arranged works of their kind in the country. They have all the most approved machinery, and their location enables the firm to make quick shipments and a saving in cost of transportation. Among the departments in the factories are those for white lead and zinc, white paints, dry colors, chrome greens, blues, chrome yellows, "Persian Scarlet," "Zubia Vermillion," etc.; colors in oil, for house painters; colors in Japan, for coach painters; pulp, distemper, and "Florentine Fresco" colors; "Park Lawn Green," "Artisan Graining Colors" and "Flat Brick Red;" artists' tube paints and prepared canvas; carmine, lakes, etc.; brushes and pencils for artists, grainers and painters; mixed paints, ready for use; dry grinding and pulverizing of umbers, siennas, drop blacks; tin pails, cans and painters' tinware; and storage for chemicals and other merchandise used in the manufacture. The perfect mills and machinery, and the general arrangements for economical manufacture, with the care exercised in the selection of materials, enable the firm to produce, at closest figures, the best grades of ground white lead and zinc white, and other goods, equal, at least, to any in the market. Their dry colors are greatly esteemed by the trade for their strength, brilliancy and purity; while great care is given to the fine grinding of colors in pure linseed oil, for painters' use; and the purity of the best grade is indicated by a copy of the signature of the firm on the label. Their ready-mixed paints for inside and outside painting include a large assortment of the most fashionable and desirable shades, and are always uniform and reliable, unrivaled in appearance, unexcelled in durability, unparalleled in economy, unequaled in convenience, unprecedented in reputation and undisputed in the broad claim of being the very best ready mixed paints in the world. The varnish works of this firm have recently been doubled in capacity, so that now they are among the most compact and complete varnish plants in the country. They are equipped with the most modern and improved facilities for the production of high grade goods. The varnishes made here have been long and favorably known by the railway trade throughout the United States, and are by them highly esteemed for their ease of working, brilliancy and great durability. At different times some of the largest railway corporations have made elaborate and severe tests of the varnishes made by different manufacturers, and in every case the results of such tests have been in favor of the varnishes made by F. W. Devoe & Co. These railway varnishes are used by the Pennsylvania Railroad, New York Central and Hudson River Railroad, New York, Lake Erie and Western Railroad, Manhattan Elevated Railway Company, Central Railroad of New Jersey and many others. Among railway and car builders who favor this firm regularly with requisitions for their various manufactures, and for whom they make special body colors, may be named, in addition to those above, the Canadian Pacific, the Chicago, Milwaukee and St. Paul, the Cleveland, Columbus, Cincinnati and Indianapolis, the Cincinnati, Hamilton and Dayton, the Chesapeake and Ohio, the Delaware and Hudson, the Delaware, Lackawanna and Western, the Louisville and Nashville, the Long Island, the New York, New Haven and Hartford, the New York, West Shore and Buffalo, and the Philadelphia and Reading Railroads; Pullman's Palace Car Company, the Harlan and Hollingsworth Company, Jackson and Sharp Company, Gilbert Car Manufacturing Company, Wagner Palace Car Company and others. The New York establishment is headquarters not only for the specialties mentioned, but also for artists' materials, fine brushes, mathematical instruments, engineers' supplies, draughtsmen's materials, etc. One hundred assistants are employed at the store in this city, one hundred at the varnish works and four hundred at the paint factories. As before indicated, the field of this firm is the world. Trade depressions in local places do not effect them. They make more grades and varieties of goods than any of their contemporaries, and they can exclaim with mighty England that the sun never sets upon the products of their industry. The members of this representative firm are Messrs. Frederick W. Devoe, James F. Drummond and J. Seaver Page. Mr. Drummond has the management of the paint factories, and has personally directed their operation since 1856. Mr. Page has special charge of the varnish works. The co-partners are all adepts in this line of manufacture, conservative in their methods, yet always abreast of the times, relying upon the merits of their goods to maintain their position in the market, and occupying a place in the business world which honors them far more than can any words that these pages could bestow.

**T**HE ELLIOTHPORPE AIR BRAKE COMPANY, Manufacturers of Steam and Hydranlic Passenger and Freight Elevators No. 74 Cortlandt Street.—The use of elevators has become so universal that the best inventive talent and mechanical skill have been utilized in their production, and yet among the multitude of manufacturers it is well to pause and endeavor to weigh the comparative merits of the various styles, and select upon a critical basis of merit. Some of the concerns engaged in this branch of manufacture, whose advertisements are sown broadcast, have been unable to maintain the market their ambitions would fill. The reason is apparent, when their new-fangled machines break down, speedily need repairs, or prove inadequate to the work demanded of them. There is one concern, at least, represented in this city, which has achieved a solid reputation for the superiority of their elevators, and fully live up to it. This is the Ellithorpe Air Brake Elevator Company, whose office and salesrooms are located at No. 74 Cortlandt Street. This company are extensive manufacturers of steam and hydraulic passenger and freight elevators, with main factory at Chicago, branch houses at San Francisco, Portland, Oregon and Memphis, Tenn. Founded on a substantial basis of skill, energy and integrity, the business has had a remarkable growth, and is one of the best illustrations of industrial progress in this city. The managers are close students of the progress made in elevator building in this and foreign countries, and their elevators include every improvement that in any way conduces to safety, economy and strength. The best of material only is employed, and every part is fashioned and put together with the greatest care and accuracy. The safeties used and owned by the Ellithorpe Air Brake Company are considered by experts the best in the market. Every elevator is severely tested before shipment, and is guaranteed to give perfect satisfaction. The prices are at bed-rock, and, quality considered, are the cheapest quoted by any similar concern in the land. Possessed of sterling enterprise, alert to meet the most exacting requirements of customers, and determined to maintain their splendid elevators in the van of the market, this company are reaping a reward in increasing sales from Maine to California. For passengers or for freight, these elevators are manufactured in every desirable size and variety. They have met with such public favor as to be considered a modern necessity, and, with its splendid resources and facilities, it cannot be questioned but this company will carry to a successful issue its future projects, however high their aim or extensive their scope. The eastern agents are F. T. Ellithorpe, manager of sales department, and W. A. Browne, financial manager in New York, both of whom are well and favorably known in the business circles of this city, whose career has been eminently prosperous and useful, and whose popularity is both pronounced and well merited.

**A**ERICAN GAS PRESSURE REGULATOR CO.—One of the important improvements of this wonderfully progressive age is the "Beatty Regulator," introduced by the American Gas Pressure Regulator Co. This company was incorporated in 1886, under the laws of the state of New York, with a capital stock of \$30,000, and has its headquarters at No. 35 Broadway, Room 119. The following gentlemen are the officers, viz.: William F. Wedmayer, president; S. A. Beatty, general manager. The Beatty gas regulator has been in use in this and other large cities for many years, but mainly by large consumers, and it is the only regulator that has stood the test of time. Improvements recently made and patented, having simplified and perfected its construction and working, and lessened the cost of manufacture, it is now offered to all consumers, whether large or small, and at a reasonable price. It is a mercury machine, sensitive in its action; lasts for years and requires no attention. It will control the pressure at the burner so as to give an even and uniform light, regardless of the number of burners that may be in use, it being absolutely impossible for consumers to use more gas through their burners than they desire, for the reason that the regulator is automatic in its action, and is attached with reference to the capacity of the meter furnished by the company supplying the gas; the actual results obtained from those in use show that the pressure was uniform, and the consumption of each burner the same, whether there was one burner or forty in use at the same time from the same meter, the pressure at the inlet of the meter varying from one to six inches, while the regulator held an even and uniform pressure at the burner of six tenths of an inch, being the best results obtained under which gas will be used to its best advantage as illuminating power. The pressure being under perfect control, the illuminating power is increased, a more perfect combustion secured, thereby a purer atmosphere; the breaking of globes by sudden flame contact is prevented, and a saving made of from fifteen to forty per cent. This regulator is in use in such large hotels as the Fifth Avenue, Windsor, Hoffman, Grand Union, Vendome, Murray Hill, Metropolitan, Buckingham, Coleman, Gedney, Glenham, Plaza, Morton, New York, United States, Cosmopolitan, Continental, St. Denis, Colonnade, Stevens, Madison Avenue and others in this city; also in prominent buildings like the Star Theater, Masonic Temple, Standard Oil Building, Potter Building, Calumet Club, Henry Hilton's, Cornelius Vanderbilt's, Arnold, Constable & Co.'s, Emigrant Industrial Savings Bank, Pursell's Building and many others. There are over eight thousand now in use, and the demand is constantly increasing, not only in this country but in



South America and all over Europe. Every regulator is guaranteed, and it can be seen at the office of the company. The officers of this company are all native New Yorkers, standing deservedly high in commercial and financial circles. Mr. Beatty, the general manager, has been engaged in this line of manufacture since 1856, and is noted for his inventive genius and practical skill. The principal hotels have had the regulator in use covering a period of from one to thirty-two years, and during this time have given perfect satisfaction, as can be ascertained by the testimonials on file in the company's office.

**T**HE PEOPLE'S FIVE YEAR BENEFIT ORDER, J. H. Morgan, I. A., General Manager for New York, Brooklyn and New Jersey, New York Office No. 5 Beekman Street.—The best record made by any beneficiary organization is that achieved by The People's Five Year Benefit Order, whose New York Office is located at No. 5 Beekman Street. This Order was incorporated March 22, 1889, under the laws of Massachusetts, and in twenty-five months had gained 15,500 members, with a gross reserve fund of \$302,881.46. This is the first and largest five year benefit order in America. It agrees to pay each member, lady or gentleman, \$500 in five years from date of membership. It agrees to pay from five to twenty dollars per week in case of sickness or accident. It paid \$120,000 to the sick during the first eighteen months of its existence, while the cost of membership last year was only nineteen assessments of \$1.50 each. The objects of the Order are to unite in the bonds of protection, prudence and peace, all acceptable persons between thirteen and sixty-nine, of good moral character, industrious habits, sound bodily health, respectable calling, and who believe in a Supreme Being. There is connected with the Order a Relief Fund, divided into four classes, from which each beneficial member shall be entitled to draw a sum, as he may elect, of \$500, \$400, \$300 or \$200 on which he is to pay from \$1.50 to sixty cents on each assessment. The laws of the Order provide that \$200 can be drawn in sick or accident benefits on a certificate of \$500 during five years membership; not more than \$20 per week for five weeks in one year. Assessments as needed will be called on the first of each month into the Relief Fund to pay sick, accident and maturity benefits. This Order is attracting the best citizens to its ranks, and in every town and city where it has been introduced, it has met with decided popular favor. It is already so solid that competition does not come near it, and as an organization for the mutual assistance of members in the line of sick and endowment benefits it stands unexcelled, while the annual expense of carrying a membership is within the reach of all. The charters will remain open for the present, and any lady or gentleman between the ages of thirteen and sixty-nine years of sound health and good moral character, are cordially invited to send in their names to No. 5 Beekman Street, which office is under the personal management of Mr. Joseph H. Morgan, the Imperial Adviser of the Order. Mr. Morgan is one of the best-known members of our secret beneficial organizations and the founder of five different Orders. He has been a citizen of Lawrence, Massachusetts, for thirty-five years, and during the last fifteen years he insured in that city alone over 1,500 persons. He came to New York in May, 1890, to accept the position as general manager of the P. F. V. B. O. for New York, Brooklyn and New Jersey. He founded the Northern Mutual Relief, The Royal Conclave of Knights and Ladies, The Order of United Friends, The Order of Tontis, and was one of the incorporators of the People's Five Year Benefit Order. He is a charter member of Post 29, G. A. R. of Lawrence, and bears an honorable wound in the shoulder received before Fort Hudson while serving as sergeant in company B, Fourth Massachusetts regiment. He is also a member of Yew Tree Lodge, F. and A. M., of Brooklyn; Past Imperial Councillor of the Order United Friends; Past Supreme Commander United Order Golden Cross; Past Supreme President Order of Pente; a member of Grand Temple of Temple of Honor; the Order of Heptasophs, the Red Men, Knights of Pythias, Golden Rule Alliance, Iron Hall and Good Fellows Club, of Boston; and also one of the ex-directors of the Old Residents Association, of Lawrence, and a member of the Lawrence Street Congregational Church of that city. He is still in the active prime of life, noted for his executive ability and business push, and his friends are legion the country over in both social, military and business circles.

**E.** S. GREELEY & CO., (Successors to L. G. Tillotson & Co.), Manufacturers, Importers and Dealers in Railway and Telegraph Supplies, Nos. 5 and 7 Dey Street, Factory, Nos. 82 and 84 Fulton Street.—Of late years there has sprung up an increase in the demand for all descriptions of railway, electrical, steamship and contractors' supplies. Moreover so many novelties and inventions have been introduced that the trade has developed into a leading industry with many large and influential undertakings in this city. The chief among these is the house, at present known as Messrs. E. S. Greeley & Co., whose offices and store rooms are situated at Nos. 5 and 7 Dey Street. This business was established in 1864, under the firm name of L. G. Tillotson & Co., who were succeeded later by the present firm. Although originated with a modest beginning they have been so successful in their transactions that they have now one of the largest and best connections in the country. The prominence they have attained is mainly due to a wise selection of the materials used in manufacture, a thorough, practical experience brought to bear upon the business by Gen. E. S. Greeley, the proprietor, and Mr. E. W. Pierson the factory manager, and the sound judgment, tact and enterprise for which Mr. Greeley is so renowned. The house may be described as manufacturers, importers and dealers in railway and telegraph supplies of every description, and it is the oldest concern of its kind in the United States. To keep pace with the constantly increasing volume of trade, it is found necessary to keep over sixty experienced operatives constantly at work. The factories is located at Nos. 82 and 84 Fulton Street and at New Haven, Conn., the former consisting of two floors, each 50 x 75 feet in dimensions. It is fitted with all the most modern mechanical appliances and machinery generally, for the requirements of the business, and this plant alone is worth not less than \$40,000. A heavy stock of all their branches of manufacture and imports is always kept on hand, and represents a capital of many hundred thousands of dollars. Their goods which are always of uniform quality and reliability, are steadily becoming recognized in foreign markets, and as a consequence, their export trade is assuming very large proportions, and bids fair ere long to become as considerable an item as their business at home. Mr. Pierson, the factory manager is a native of Troy, N. Y., and is very popular, both in this city and Newark, N. J., where he resides. The proprietor, Gen. E. S. Greeley, who is an old expert in telegraphic and railway matters, was born in Nashua, N. H., but has lived in New York City for a number of years past. He is as widely known as he is highly respected for his ability, enterprise and strict conscientiousness in all his dealings.

**N**EW JERSEY LAMP AND BRONZE WORKS, Ralph W. Booth, Manager, New York Office, No. 91 Duane Street.—Of the many and varied uses to which electricity has been applied in the arts and manufactures, by no means least in importance is the application of this mighty and mysterious force to the polishing and burnishing of metals. Especially is this true in regard to fine bronze work, in which branch most of the recent productions have been distinctly artistic. What with new and improved processes, invention and sustained effort, the electro-bronze article turned out by some of our leading manufacturers now are certainly a triumph of skill. And in connection with the subject here under review, special mention should be made of the superb productions of the New Jersey Lamp and Bronze Works, of New Brunswick, N. J., with New York office at No. 91 Duane Street, Ralph W. Booth, general manager, which are goods of exceptional excellence, and command an extensive sale throughout the United States, Canada and Mexico. The bronze and decorated lamps, statuettes, figures, center pieces, urns and kindred articles manufactured by the concern mentioned, are noted for their originality and beauty of design, artistic workmanship and exquisite finish, being not, in fact, surpassed in any single feature of merit by anything of the kind to-day on the market, and are in widespread and growing demand in the jobbing trade. The works at New Brunswick are a capacious and well equipped plant, with complete and excellent facilities, and employment is there furnished to about one hundred and fifty hands. The quarters occupied as office and salesroom on the second floor of No. 91 Duane Street are compact, ample and well appointed, and several efficient clerks and salesmen are employed, besides half a dozen representatives on the road, while Mr. Booth exercises close personal supervision over the entire business. A large and splendid assortment is here displayed, including magnificent bronze and decorated lamps in unique designs and beautiful workmanship; handsome statuettes and clock figures in quite a variety; pretty and novel effects in candlesticks and sconces, superb table and piano lamps, elegant center pieces, urns, pitchers and jardinières, cuspidors, sealing wax sets, smokers' sets, card receivers, etc., and all orders are attended to in the most careful and expeditious manner. The prices quoted are maintained at the very figures consistent with quality of material and character of workmanship, every article sold being guaranteed, while all correspondence relating to goods, terms, etc., receives prompt response. The New Jersey Lamp and Bronze Works were started in 1881, and the New York office was established about five years ago, the present quarters being occupied since 1890. Mr. Booth is a gentleman of middle age and a native of this city, but resides at New Brunswick, N. J. He is a man of skill and energy and of many years' experience, and has a thorough knowledge of the business in its every feature and detail.

**J.** F. ROGERS & CO., Railway Supplies, Etc., No. 107 Liberty Street.—The prosperous house of J. F. Rogers & Co., at No. 107 Liberty Street, is a leading headquarters in this city for mill, railway, engineers' and machinists' supplies, and enjoys a trade practically world-wide in extent and eminently creditable in character. The enterprise was inaugurated in 1872 by Mr. J. F. Rogers, who has steadily conducted its affairs with ability, sound judgment and constantly increasing success. The salesrooms are spacious in size, and an abundance of room is at hand for supplying the most extensive demand. The stock carried embraces iron lathes, planers, drills, lathe chucks, water gauges, globe angle and check valves, hose, rubber goods, machinery oils, gauge glasses, cotton waste, and other supplies for factories, railways, mills, mines, etc., a specialty being made of emery goods. Among the important products handled by this firm as sole agents are the Patent Compression Grease Cup, the Lunkenheimer Improved Light Feed Lubricator, patent oil cabinets and oil tanks, improved double gate straightway valves, Jenkin's patent gauge cocks, the Peerless pressure recording gauge, steam whistles and chimes, solid cast steel hammers and sledges, blacksmiths' tools, inspirators and injectors, improved hand pumps, boiler feed pumps, horizontal centrifugal pumps, double-acting force pumps, Knowles' patent steam pumps, the Deane patent steam fire pumps, power pipe cutting and threading machines, Pickering's patent governors, the improved Judson governors, steam pipe and boiler coverings, wire rope, Boynton's improved drills, Weston's differential pulley blocks, Harrington's screw hoisting machines, improved hydraulic jacks, Buffalo portable forges, the "Scientific" portable forges, emery grinders, foot and power grindstones, Morrill's perfect saw set, circular saws, gang saws, machine knives, boring machines, improved upright drills, centering machines, best oak-tanned leather belting, engineers' oilers and oil sets, and shafting of every description. The various goods represented in the assortment are of standard and reliable quality, selected under the experienced eye of Mr. Rogers, and no similar house in the country is better prepared to minister to the public want in its line, or stands higher in the estimation of the trade throughout the country. The business is distributed throughout all parts of the country, and a great number of leading manufacturers, railway corporations, engineers, miners, machinists and mill owners make all their purchases at this establishment, being attracted by the honorable methods in force, the superior inducements offered, and the eminently satisfactory manner in which their orders are filled. A splendid export trade is also enjoyed with England, France, Germany, Australia, Mexico, Canada, the West Indies and South America, which is yearly increasing in strength and influence. Special attention is given to making estimates for machinery in mills and factories, and inducements are offered in that direction which cannot be duplicated by rival concerns. Mr. Rogers is a native New Yorker, a gentleman of ripe experience in his business, and worthy of every confidence and the largest measure of success. He speaks Spanish and French fluently, having lived in South America for a considerable time, which aids him in his commercial enterprises.

**JULES RACINE & CO.**, Successors to Julian Gallet & Co., Importers of Watches, No. 1 Maiden Lane.—This firm have undoubted fitness for the business in which they are engaged and there is no special knowledge required to explain the prosperity and success which have so long attended its career. It was founded over sixty years ago when New York still wore the ear marks of provincialism and the greatest resources of the country were as yet undeveloped. Julian Gallet, who established the business, was a Swiss, and the present proprietors who succeeded him in 1800, are also from the land where fine, durable and accurate watches have long been its chief claim to commercial prominence. Mr. Racine has been in America for seventeen years, and his junior partner Charles Perret, for forty-five years. They are the worthy successors to a house that has long and deservedly held a foremost place in the esteem of the trade. The present firm not only guarantee to supply the best watches upon the market at the most reasonable prices, but are prepared against all contingencies in making good this assurance by having a large and thoroughly equipped factory in Switzerland, where employment is given to eight hundred skilled workmen, and watches are turned out with special reference to the wants of the trade supplied. Among their specialties are the well-known Lady Racine watches, the best chatelaine watches in the market, sold by all the leading dealers in the United States, the Jerome Park Horse timer, and a number of other specialties. The business done by the house in this country is a very large one and the stock carried, which includes the best in all grades of watches called for by the legitimate trade, is commensurate in size. The increased demand for these popular goods, especially in the west, made an extension of facilities necessary and it was made by establishing a large branch at No. 78 Monroe Street, Chicago, thus giving the house a firm foothold in the two greatest cities of the continent. In their New York offices, which are handsomely fitted up, the firm have an elegant display of samples, and utilize six large safes for the safe storage of stock. They employ fifteen assistants and are receiving constant accessions to their trade. Mr. Racine is treasurer of the Swiss Benevolent Society in New York, and both gentlemen stand high in social as well as business relations.

**NEW YORK BOTTLING COMPANY**, No. 158, 160, 162 South Fifth Avenue.—The bottling of ale and lager beer has within the past decade become an important industry, and since the medicinal value has received the endorsement of the medical profession its good effects as a tonic is generally acknowledged by the public and accordingly the demand for these specialties is steadily increasing. The leading house in this line in this city and the largest in the world, is that of the New York Bottling Company, located at Nos. 158, 160 and 162 South Fifth Avenue. This company are widely and deservedly popular as manufacturers of mineral waters and bottlers of Rayner's extra ginger ale, extra plain soda, Schlitz's celebrated Milwaukee lager, "Ruppert's extra," "Stag" brand lager beer, Massey & Co's. celebrated pale ale and porter and brown stout, Rayner's "Golden Russet" cider, etc., etc. The business was originally established in 1870, by Mr. Geo. W. Rayner, and in February, 1890, the present company was incorporated with a capital of \$175,000, and with Geo. W. Rayner president and treasurer, and John R. Steel, secretary. The business premises comprise a substantial four-story building 50 x 75 feet in dimensions, with branches at No. 79 West 136th Street and Nos. 3, 5 and 7 McDonough Street, an ale cellar at No. 332 Hudson Street, cider cellars at Nos. 192 and 314 Spring Street, a large cider mill in Connecticut, and a stable at No. 180 Thompson Street which accommodates one hundred horses, twenty-eight teams being required for the delivery of goods and hauling to and from depots and wharves. Rayner's extra ginger ale is manufactured by the same process as the imported and is strictly pure and free from any deleterious substances. It is especially recommended to the trade and public by such eminent houses as Messrs. Park & Tilford, Acker, Merrill & Condit, Thurber, Whyland & Co., Francis H. Leggett & Co., E. C. Hazard & Co., and others in New York and throughout the United States, Rayner's celebrated extra plain soda has now the preference here and elsewhere over all other brands and is made under the supervision of practical chemists from perfectly filtered spring water containing all the natural beneficial properties. It is superior to all imported or domestic products and is preferred and adopted by Delmonico, Hoffman House, Hotel Brunswick, Victoria Hotel, Astor House, St. James Hotel, Windsor Hotel, the Buckingham, Langham, Gilsey House, Union Club, New York Club, Calumet Club, Union League Club, etc., etc. Special attention is called to the fact that this company's well-known bottling of Schlitz's "Milwaukee lager," "Ruppert's extra," also "Stag" brand lager, has the advantage over all others now being pushed on the market, as they have had fifteen years' experience in bottling for export. Rayner's extra sarsaparilla is made from the pure sarsaparilla root, is uniform in its manufacture, and is practically without a rival in the world. In fact, all goods of this company are manufactured by practical chemists and are endorsed by the highest medical authorities for their purity and excellence. All their brands are kept at a uniform standard and are never allowed to deteriorate, thus serving to place this house foremost in the bottling trade of the world. The business has grown at a rapid ratio, amounting in 1880 to \$65,000, and in 1890 to \$500,000. The goods are exported to all quarters of the globe, and are always in demand wherever introduced. Orders by telephone, No. 402 Spring, by telegraph or mail receive immediate and careful attention, and terms and prices are placed at the lowest point of moderation. Mr. Rayner is a native of England, and came to this city at the age of fifteen. He is a member of the American Yacht Club, Wa Wa Yanda Club, Orange Club, Hoboken Turtle Club, the F. and A. M., and several other societies, and an expert and successful manufacturer. Mr. Steele is a native of New York state, a member of the F. and A. M., the K. of H., and the Hoboken Turtle Club; while both gentlemen are members of the Bottlers' and Manufacturers' Association, and are to be congratulated upon the success attained.

**DUSENBURY & BOND**, Importers of Carriage and Sleigh Linings, No. 83 Leonard Street.—In noting New York's representative, old-time business houses more than passing mention should be made of that of Dusenbury & Bond, importers of and wholesale dealers in carriage and sleigh linings, No. 83 Leonard Street, which is the oldest active concern in the particular line indicated in this city. And it is not only the very oldest establishment of the kind in the metropolis, but for a number of years in its early history enjoyed a virtual monopoly of the trade by reason of the fact that the firm was absolutely without a competitor in the country. No house in the business to-day in the United States has a higher commercial standing, and none maintains a better reputation for fine goods or honorable dealing, as few, if any, receive a more substantial measure of recognition. Every article sold here is fully warranted, while the prices quoted are always the very lowest figures consistent with the quality thereof, liberal and equitable business principles invariably obtaining, and relations once established with this veteran and responsible firm are certain to lead to an enduring connection. Mr. C. C. Dusenbury, the present senior member, began this business in 1849 and in 1865 associated with him in partnership George Ackerman, and under the firm name of Dusenbury & Ackerman it was the, after carried on until 1874, when Mr. Ackerman was removed by death. At this period Mr. Dusenbury once more assumed sole control, and about four years later W. W. Bond acquired an interest and in 1884 Mr. Louis Dusenbury was admitted. They occupy commodious quarters as office and salesrooms and employ an efficient staff of clerks and salesmen, exercising immediate supervision themselves over the business. The firm, who import direct from England, France and Germany, are also agents for several American manufacturers, and carry on hand always a first-class stock of everything comprehended in carriage and sleigh linings, all orders receiving prompt attention. The founder of the house, who is now somewhat advanced in years, is a New Yorker by birth, well and favorably known in business circles, and his son L. Dusenbury, who has been a member of the firm since 1884, is a man in the prime of life, while Mr. Bond who is a gentleman of middle age, was brought up in the house, entering it when about twenty years old and continuing ever since. He bears a very creditable war record, sharing the checkered fortunes of the Fourteenth New York Volunteer Infantry, for three years during the late "unpleasantness," and in active service in the battle of Gettysburg, the Wilderness, and many other of the fiercest engagements of the rebellion. Mr. Dusenbury is a member of the Carriage Builders' National Association. Owing to their greatly enlarged and increasing trade the firm found it necessary to obtain more ample business premises, and accordingly moved from No. 11 Murray Street, to a suitable location, No. 83 Leonard Street, about March 1, where they have much largely increased floor space and facilities.

**M**CNAB & HARLIN MANUFACTURING COMPANY, Manufacturers of Brass Cocks, Plumbers' Brass Work, Etc., No. 56 John Street, Factory, Paterson, N. J.—Distinctly notable in its line for many years, a prominent place is in the nature of things, accorded in this carefully compiled resumé of New York's representative business houses to the widely known concern of the McNab & Harlin Manufacturing Company, manufacturers of brass cocks, wrought iron pipe and fittings, plumbers' and gas fitters' tools, etc., whose office and salesroom are located at No. 56 John Street, with large factory at Paterson, N. J. The establishment is one of the oldest and largest of the kind in the country, and its productions are in extensive and growing demand in the trade, not only throughout the whole of the United States, Canada and the British Provinces, but are exported also to South American and other ports. The work turned out is of a very superior character being surpassed in no feature sought to be attained in such articles by any on the market, while some of the devices and apparatus manufactured are of exceptional merit. The business of the firm, which is fully commensurate with its name and standing is exceedingly large, the total annual sales reaching a very handsome figure, and the trade of the house affords evidence of steady and substantial increase. The business was established in 1854, and under the firm name of McNab & Harlin was conducted up to 1871, when the concern was duly incorporated with a capital stock of \$150,000, and the present style adopted, the officers of the company being John H. Harlin, president, John O'Keefe, secretary, and E. Fifield, treasurer. The works and premises in Paterson are very extensive, comprising a series of capacious structures, yards, etc., and are equipped with ample steam-power, the latest improved machinery and complete first class facilities generally, while employment is furnished to some three hundred hands. The quarters occupied at No. 56 John Street this city, are commodious, ample and well arranged, and the staff employed here numbers about twenty-five all told, including clerks, salesmen, etc. A vast and varied assortment is constantly carried in stock and comprises brass cocks, in every size, style and variety; plumbers' brass work of all kinds, globe valves, gauge cocks, steam whistles and water gauges, wrought iron pipe and fittings of every description, and a multifarious collection of plumbers' and gas fitters' tools and supplies. All orders for the trade are carefully and promptly attended to, the house being conducted on strict business principles, while its management is characterized by energy and ability, coupled with liberal and honorable methods, and persons having dealings with this responsible concern are assured of finding the same of a thoroughly satisfactory character.

**R**OBERT A. KEASBEY, Magnesia Sectional Coverings, Etc., No. 58 Warren Street.—The magnificent industries and inventions represented in New York include the celebrated Magnesia Sectional Coverings and Improved Cement Felting for boilers, steam pipes and all heated surfaces, which is for sale by Mr. Robert A. Keasbey, at No. 58 Warren Street. This covering has been on the market since 1885, and is manufactured in Philadelphia. Mr. Keasbey has the agency for its sale in the states of New York and New Jersey, and carries a complete stock on hand at all times, to the end that no delay may be experienced in the filling of orders. The Magnesia Sectional Coverings are a thorough protection against fires from heated pipes. It possesses high non-conducting properties, is perfectly fire-proof, and is warranted to be as good and efficient after five years' use as when applied. The composition of the covering is asbestos fibre, 6.85; pure carbonate of magnesia, 87.83; other mineral matter and moisture, 5.33. It is neither a simply fibrous or simply plastic powder, but a judicious mixture of both. There need be no waste in using this covering, as all small pieces can be broken up and used as plaster. It is used for both boilers, domes, cylinders, flues, tanks, etc., while a specialty is made of covering marine boilers. Among the prominent commercial buildings, where the covering has been successfully used in this city, may be named the Equitable Life Insurance building, the Union Trust building, Wilkes building, Western Union Telegraph buildings, Royal Insurance building, Western Electric Company, Mutual Life Insurance building, Sun building, Times building, Astor building, Metropolitan building, Citizens' building, Havemeyer's, E. Parmley's, E. J. Kellogg's, and many others. Special estimates for covering are furnished on application, and correspondence is solicited. This covering has been adopted by the United States Government, and is used at all Navy Yards, and upon all government cruisers built in recent years. Mr. Keasbey is a well-known citizen of Brooklyn, an experienced salesman, and a reliable, responsible business man. Communications by telephone, No. 512 Nassau, by telegraph or mail receive his immediate personal attention, and the interests of patrons are carefully guarded and intelligently promoted in all cases.

**I.** CALVIN SHAFER COMPANY, Limited, Fruit Syrups and Juices, No. 86 Cortlandt Street.—The I. Calvin Shafer Company, Limited, is one of those old-established, substantial concerns that does credit to the city. As proprietors and sole manufacturers of Shafer's fruit juices and syrups, this company has a reputation and a trade thoroughly national in extent and eminently creditable in character. The business was founded in 1829, by Mr. P. Gordon, who was succeeded by Mr. I. Calvin Shafer, and in 1883 the present company was organized and immediately took rank with the strongest and most successful of local enterprises. The business premises comprise five spacious floors, and the equipment of machinery and appliances embraces the latest and best that can be procured. The company manufactures a superior quality of fruit syrups, fruit juices, fruit brandies and fruit cordials, of which they are sole proprietors. The materials used are the purest and best and with the processes in vogue, which are employed by no similar concern in the country, the full strength, flavor and excellence of the fruits and preserved unimpaired. The reliability and superiority of the goods are so thoroughly understood and appreciated that they supplant all rival productions wherever introduced. Ample capital is employed in the business, and the house commands every favorable opportunity for the purchase of raw materials, and consequently to offer unsurpassed inducements to buyers. A corps of talented salesmen represent the interests of the house upon the road, and all orders receive immediate and careful attention. The officers and managers of the company are expert and successful manufacturers, and are individually and collectively among the prominent and responsible business men of the metropolis, who have by their energy and ability built up an establishment which is prepared to battle on even terms with its most formidable competitors in any part of the world.

**A**USABLE HORSE NAIL CO., Manufacturers of Hot Forged and Cold Pointed Horse Nails from Highest Grades of Swedes Iron. Quality Fully Guaranteed, The Surest and Safest Nail to Drive; A. Bussing, President, No. 4 Warren Street.—The internationally celebrated Ausable Horse Nail Company is recognized as one of the largest concerns of its kind in the country, and has long maintained its position in the front rank of trade. It was organized in 1861, with a capital of \$200,000, and its officers are as follows, viz.: A. Bussing, president; Daniel Dodge, vice-president; J. R. Romeyn, secretary; E. K. Baber, treasurer. The works of the company are located in Keeseville, New York, and are among the largest and best equipped in the country, having a capacity of five to six tons per day, and furnishing constant employment to 250 hands. This company are extensive manufacturers of hot forged and cold pointed horse nails, from the highest grades of Swedes iron, quality fully guaranteed, and the surest and safest nail to drive. These nails are in heavy and permanent demand in all parts of the United States, South America, Mexico, Central America and Australia, and have no superiors in this or any other market, as regards both quality, finish, durability and general excellence, while they are offered to customers at bottom prices. Goods are promptly shipped to all points, and all transactions are placed on a thoroughly satisfactory and substantial footing. Mr. Bussing, the president, was secretary of the company from 1861 to '81, when he succeeded Edmund Kingsland, who had been president since the company was organized. Mr. Dodge, the vice-president, is the inventor of the forging machines used by the company. The remaining officers are equally well-known in industrial and trade circles, and under its present management the company is bound to grow in strength and influence, and extend its operations to all parts of the civilized world.



**P**LUME & ATWOOD MANUFACTURING COMPANY, Brass and Copper Goods, No. 18 Murray Street.—The attention that has been given in this country during recent years to the production of brass and copper goods has demonstrated that American genius and skill are quite as successful in this line as they have proven in many others. The leading exponent of the trade in New York is the Plume & Atwood Manufacturing Company, whose salesrooms are eligibly located at No. 18 Murray Street. This company operate extensive works at Waterbury and Thomaston, Conn., where they have been established in the industry for a period of twenty years, while their main salesrooms are located in New York, Boston and Chicago. The premises here occupied comprise three spacious floors, and a heavy stock is constantly carried, to the end that no delay may be experienced in the filling of orders. The Plume & Atwood Manufacturing Company are large manufacturers of sheet and roll brass, brass and copper wire, copper rivets and burs, brass and iron jack chain, pure copper electric wire, brass butt hinges, brass ferrules, brass curtain and screw rings, brass escutcheon pins, door rail, sleigh bells, furniture trimmings, pins, etc. They are, without exception, the largest manufacturers of these goods in the United States, and have steadily increased



BROADWAY, NORTH FROM POST OFFICE.

their connection until they now enjoy a trade which is practically universal, covering the leading centers of the United States, Europe, South America, and all foreign countries. Special attention is called to the splendid assortment of brass and bronze burners turned out by this company, which embody all the latest improvements, rendering them not only the most economical, but producing the most beautiful light, with neither smoke nor smell. The styles include their P. & A. Duplex burners, with extinguishers; the American Duplex, Sun Hinge, Climax, Harvard, Oxford, and others, all the finest of their class, and beautiful specimens of ornate workmanship, especially adapted for vase and other fine lamps. They also have a large assortment of night lamps, in cottage brass, cottage nickel, nutmeg, etc., brass hand lamps, patent illuminated adjustable shade rings, patent adjustable wire tripods, lard oil ratchet burner, lard oil tubes and hoops, lanterns, etc. They manufacture the largest and most complete line of furniture trimmings made, such as drop handles, drawer pulls, escutcheons and hinge plates; also a complete line of harness trimmings and harness ornaments. They are prepared to promptly fill the largest orders for the manufacture of all description of small brass goods, and furnish close estimates at short notice. The trade everywhere will find their wants supplied by this house, on terms which no other concern can duplicate. The officers of this representative company are as follows, viz.: Lewis J. Atwood, president; R. H. Swayze, secretary; David S. Plume, treasurer; all well-known Connecticut men, thoroughly identified with the growth and prosperity of that great industrial commonwealth, and promoting its commerce with distinguished enterprise and brilliant success.

**P**EEPLESS RUBBER MANUFACTURING COMPANY, No. 15 Warren Street.—There is no substance now in use that is capable of subserving so many varied purposes of man as India rubber. Not only on waterproof garments, boots and shoes made of this material, but also a great number of vulcanized rubber goods, especially adapted for mechanical purposes. Each year enlarges the sphere of its usefulness and its manufacture is increasing in enormous proportions. A leading exponent of the industry in America is the Peerless Rubber Manufacturing Company, whose mills and factories are located at New Durham, N. J., with an office at No. 15 Warren Street in this city. This company have a national reputation as extensive manufacturers of vulcanized rubber goods, railroad, mill and contractors' supplies; special steam hose for car heating; special steam tank and washout hose for railroad use, steel clad steam and air brake hose, and fire, steam, air brake and water hose; and patents and sole manufacturers of the celebrated Peerless piston and valve rod packing and the Rainbow sheet packing. The company was incorporated in 1879, under the laws of the state of New Jersey, and is officered by E. L. Perry, president, and W. G. Winans, treasurer, with Charles H. Dale, general sales agent. The factories of the company, which include three spacious structures, splendidly equipped with the latest improved apparatus and machinery, furnish steady employment to ninety skilled hands and the output is one of great magnitude and value. It has been the constant and continual aim of this company to please its customers, and this, they believe, can be accomplished only by giving them first-class goods, as inferior grades, no matter at what price they may be purchased, invariably give dissatisfaction. Their large facilities, ample capital and long experience in the business enable this company to produce first-class goods just as cheaply as it is possible for anybody to make them, and while their prices may be higher than those of a number of manufacturers who make goods of dirt and shoddy and rubber substitute, they are no higher than those of other reliable manufacturers who make goods of rubber and other good crude material. That their goods are worth the money they ask is proven by the length of time they last and by their large and increasing trade. Their factory is situated on the line of four large railroads, and they can ship goods from there to all points in the country without transfer, thus enabling them to secure a through rate on the shipments, which often means a large saving in freight to the consignee. Their Rainbow sheet packing is not affected by steam, heat, oils, liquors, ammonia or alkalies, and is especially adapted for very high pressure. It will not harden under any degree of heat or blow out under the highest pressure, and will make an air, steam, hot or cold water joint equally well. It conforms to rough and uneven surfaces, making a perfectly tight joint, retaining its elasticity under any conditions. Unlike plumbago and mudurian, it will not harden or crack. Joints can be made and broken in one-eighth of the time consumed with packings that harden, as a tool is not required to break or force off joint. For driving brake cylinders and ice machines it has no equal. The Peerless piston and valve rod packing is for stuffing boxes of steam-engines, pumps, steam hammers, etc. The real excellence of this packing is due to the thorough impregnation of soft, loosely woven duck, with the finest grade of floated plumbago, absolutely free from grit or acid, and the smooth and yielding layers of the same ingeniously placed between each ply of duck, to its quick and ready expansion when hot, to the impossibility of its blowing out or becoming hard under any pressure or degree of heat, to its inability to score or corrode the rod, and to its wonderful durability. The essentials of a perfect fire hose are lightness, flexibility, durability and strength, and these qualities are combined in the Peerless fire hose to a remarkable degree, as is shown by the high esteem in which it is held by the chiefs of the large city fire departments in which it is in use, and by the length of time it lasts in service. This hose is made upon honor and sold upon its merit. The same can be said of the Peerless elastic roofing, Peerless pump valves, Peerless valve discs, Peerless diamond mats, corrugated rubber matting, Peerless jacket stock, Peerless patent improved gas bags, and other specialties manufactured by this enterprising company. A branch salesroom is operated at Chicago, and agencies are established in Philadelphia, St. Louis, Cincinnati, Cleveland, Toledo, Milwaukee, San Francisco, St. Paul, Detroit, Omaha, Denver, Kansas City, Louisville, Atlanta, Baltimore, New Orleans, Memphis, Leavenworth, Buffalo, Worcester, Mass., and other points, and the goods are in heavy and increasing demand in every state and territory in the union. The president, Mr. Perry, is a native of Massachusetts, and has been connected with the rubber trade for nearly thirty years, is prominent in commercial and trade circles, a member of the F. and A. M., and honored and esteemed by his fellowmen in all the various walks of life. The treasurer, Mr. Winans, is a New York man by birth and training, a member of the Loyal Legion and of George Washington Post, G. A. R., and F. and A. M., and eminently fitted by experience and talent for the responsible duties of his position. Mr. Dale, the sales agent and general manager here, is a native New Yorker, and began work as a brakemen at sixteen years of age; was promoted successively to the positions of baggage master, train master, conductor, dispatcher, and finally was made superintendent of the New Jersey and Lake Shore Railroad; also filled the same position for a Georgia Railroad Company, remaining in the railroad business for sixteen years, and retiring to accept his present position with this company. He served three years and eight months in the war for the Union, as a non-commissioned officer in the Second Connecticut, and is a member of the F. and A. M.; chief of the order of Railway Conductors; still in the active prime of life, and an affable, efficient and popular business man, with whom it is a pleasure to deal.

**A.** DE RIESTHAL & CO., Importers of China, Glass and Lamp Goods, No. 55 Murray Street.—In a summary of the New York firms of note contributing to the sum of commercial activity in the wholesale china and glassware line, a prominent place is, in the nature of things, accorded that of A. De Riesthal & Co., whose extensive and attractive establishment is located at No. 55 Murray Street, with an immense warehouse at No. 296 South Street. The house is in all respects a thoroughly representative concern, one of the largest, leading and most widely known in the line indicated in the metropolis, and maintains an A1 standing in the trade, none better. They are direct importers from the chief centers of pottery and glassware manufacture in England, France, Austria and Germany, handling only finest productions, and their trade, which extends all over the United States and Canada, is fully commensurate with the name and standing of the firm. This flourishing business was established in 1869 by S. N. Wolfe, who conducted the same up to 1881, when he was succeeded by the present senior member, who soon after admitted into partnership his son, G. E. De Riesthal, and under the management of the Messrs. Riesthal, it has since been continued with eminent success. They enjoy exceptional facilities for securing the newest designs and most attractive novelties in imported art pottery, cut glass, lamps and kindred wares, while owing to their particularly advantageous business connection abroad, they are enabled to offer many exclusive lines of goods at remarkably low figures. Every article sold here, too, is warranted as to design, workmanship and material, and special inducements are offered to hotel keepers and dealers, rock bottom prices being quoted to the trade, and business relations entered into with this popular and responsible house are sure to be found both pleasant and profitable. The business premises on Murray Street occupy six 25 x 100 feet floors, and the warehouse on South Street, is a ten-story building, 40 x 100 feet in dimensions, while some twenty-five of a staff, all told, are employed here in the city, in addition to a number of representatives on the road. A vast and varied assortment of goods is constantly carried on hand, the stock, which is of a most comprehensive and magnificent character, embracing beautiful novelties in china tea and dinner sets, superb vases, pitchers, dishes and kindred articles, exquisite porcelains, rich and delicate Sevres and Dresden ware, elegant hotel, bar and table glassware in great variety, handsome lamps in unique designs and artistic workmanship, pretty effects in colored and decorated lamp shades, globes and fixtures, and a multifarious collection of attractive house furnishing specialties, and all orders for anything in the line above indicated receive immediate attention. The senior member of the firm is a gentleman of fifty-nine and a native of France, but a resident of this city many years. Mr. De Riesthal, the younger, who is a man in the prime of life, is a New Yorker by birth. Both are men of energy and enterprise, thoroughly conversant with the business, and are active members of the Board of Trade.



**S** E. RAUNHEIM, Mining Engineer, Room 38, No. 61 Broadway.—Few, if, indeed, any at all, among the leading mining engineers in this city can boast of a more extensive or more varied experience, as none stands higher in the profession than S. E. Raunheim, who has his office at No. 61 Broadway, Room 38. He is a man of exceptional skill—an expert in his line—and receives a measure of recognition fully commensurate with the well-deserved reputation he enjoys. His clientele, which extends throughout the United States, Canada, Mexico and South America, is of a highly dattering character, and, unless all signs fail, his patronage is bound to increase. Mr. Raunheim, who is a gentleman of full middle age, but active and energetic, was born in Germany, where he learned his profession, and has been in America a number of years, coming to New York in 1879. He has been engaged in the exercise of his art since 1853, is a thorough expert in all matters pertaining to mines, minerals and kindred elements, being practically and minutely conversant with every phase and feature connected therewith, and is a prominent member of the American Institute Mining Engineers; also secretary and treasurer of the Green Mountain R. R. & Mining Co. Mr. Raunheim occupies commodious quarters as office, and has several competent assistants, giving close personal supervision to every detail. He is prepared to engage in all classes of work in the line above indicated, special attention being given to the examination of minerals, while mines are tested and opened, and mining lands reported on, consultations being a specialty. Mines and mineral lands are developed; mining machinery is designed and erected, in short, everything in this line receives personal attention; and all work undertaken by Mr. Raunheim, (who was for seven years general mining engineer for the Montana Copper Co., and for quite some time associated in a professional capacity with the Butte City mines), is certain to be performed in the most skillful and trustworthy manner. Mr. Raunheim has one of the finest private collections of minerals from Asia, Africa and Australia in this country, of which he is justly proud.

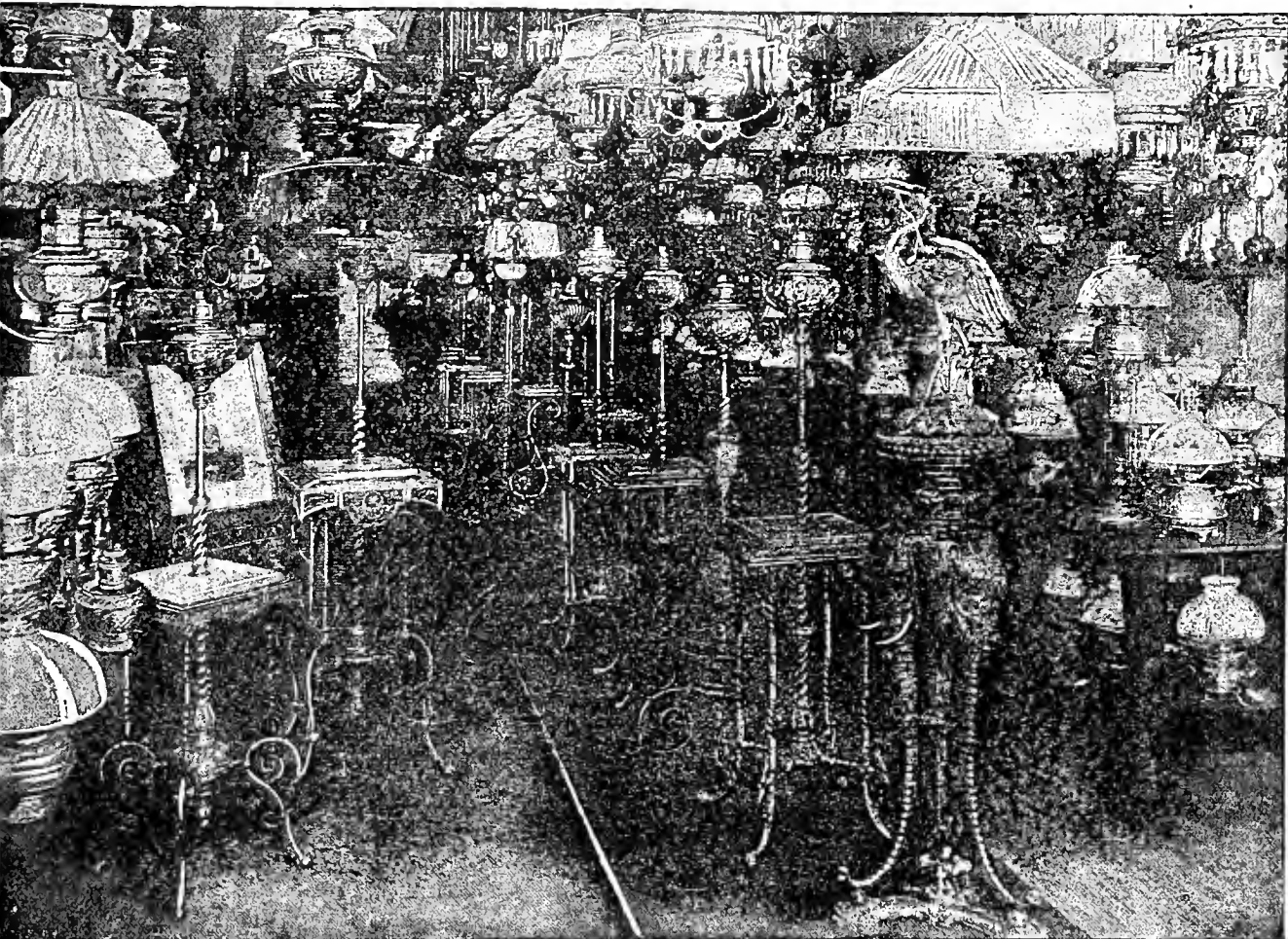
**W**ILLIAM H. RICH, Manufacturer of Umbrellas, No. 323 Broadway.—To few articles of personal outfit is there paid more attention in these days of tasteful attire than the umbrella and parasol, and, it may be added, in few has there been effected such marked improvements of late years. There are some notably fine productions of the character indicated now manufactured here in New York, but they are for the most part entirely too high priced for persons of moderate means. Not many of our manufacturers have succeeded in attaining the desideratum in the class of goods referred to, viz., the production of an article distinctly neat in design, stylish, effective and durable, which can be sold at a moderate figure; but conspicuous among those who have "got there" is William H. Rich, of No. 323 Broadway, between Thomas and Worth Streets. He manufactures a line of umbrellas and parasols of exceptional excellence, in medium grades, which are noted for their beauty of design, strength in construction, elegance of finish and durability, and command an extensive sale throughout the entire country. They are made of very superior material, of strictly first-class workmanship, are compact, shapely and handsome, and are in wide-spread and increasing demand in the trade, owing to the uniformly high standard at which they are maintained, being by universal consent the neatest, most economical, and, altogether, the best goods offered for sale at the same prices to-day in the United States. Mr. Rich, who is a gentleman in the prime of life, and a New Yorker by birth, is a man of practical skill and thorough experience in this line, and has for some time made a close study of the wants of the public in the matter of umbrellas. He established himself in business about five years ago, moving from No. 8 Bleeker Street to the present commodious quarters in 1888, and the unequivocal success that has attended the enterprise from the start amply attests the superiority of his productions. The premises occupied as factory and salesroom comprise three spacious floors, with office, etc., on the second floor, and the manufacturing department is completely equipped with new and improved machinery and general appliances, while upwards of one hundred and twenty hands are employed in the concern, the capacity being about two thousand pieces per day. A large and elegant assortment is constantly carried in stock, and includes umbrellas and parasols in every size, style, shape and variety, in silk, alpaca, and mixed material, with plain, carved, silver and gold headed handles; also a superb line of canes and walking sticks, handsomely mounted. All orders are attended to in the most prompt and reliable manner, the proprietor exercising immediate supervision over every department, while the terms quoted to the trade are notably liberal, substantial inducements being offered to jobbers and retail dealers. Umbrellas and parasols are made to order here, too, in any desired style, at short notice.

**H**ENRY C. ADAMS, New York Agent, Fort Wayne Electric Co., of Fort Wayne, Ind., No. 115 Broadway.—The Fort Wayne Electric Co. of Fort Wayne, Ind., have brought the matter of electric lighting down to a plain business basis, that of supplying at a fair profit a system of lighting that is so simple and durable as to be efficient in the hands of non-experts. Their system for both arc and incandescent lighting fill all the requirements of durability and simplicity, economy of operation, steadiness and whiteness of light, the comparative safety of a low tension current, and penetration or carrying power of light, especially for out-door or city lighting. This company was incorporated in 1881, and is represented in this city by Mr. H. C. Adams, as general agent for New York and New England States, with headquarters at No. 115 Broadway. This company are noted for the introduction of the "Slattery" induction system of incandescent lighting and the "Wood" arc light system. The "Slattery" long distance incandescent system is the invention of Mr. M. M. Slattery, one of the earliest practical workers in this field on this side the Atlantic, who devoted much time in working out and putting in practice a system of electric lighting in which inducturiums are used, and which leaves little to be desired in the perfection of detail, and in the success in general which has attended his practical efforts in this industry. The general principle of this induction system is the employment of a high pressure in the primary or main line, with alternating currents; this permits of great economy in the conductors conveying the current, and this high pressure is converted, by means of transformers, or connectors, or induction coils, as they are indifferently termed, into low pressure at points of consumption, where lights are to be used. Not the least of these important factors in this system is a meter for measuring the energy supplied to each customer. The "Wood" arc light system is the recognized representative of all that is safest, best and most economical in the field of electric arc lighting. It has captured the newest inventions and improvements for arc lighting, and the Wood dynamo now possesses elements of superiority which cannot be found in any other. Its special points of excellence may be tersely summed up in these words: Economy in power, automatic regulation, steadiness of lights, absence of hissing, simplicity, and low cost of repairs. The system affords a marked contrast to those of other companies whose circuits are as feeble and short lived as those of the moth about the candle. This system is in use by the Manhattan Electric Light Co. of this city; the Merchants Electric Light Co., the Frankford Avenue Electric Light Co., and the Quaker City Electric Light Co., Philadelphia, Pa.; the Citizens' Electric Lighting and Power Co., and the South Side Electric Co., Chicago, Ill.; the Cincinnati Electric Light Co., Cincinnati, Ohio; the Municipal Electric Lighting and Power Co., St. Louis, Mo.; the Electric Improvement Co., San Francisco, Cal.; the Louisiana Electric Light Co., New Orleans, La.; American Electric Light Co., Kansas City, Mo.; Detroit Electric Light and Power Co., Detroit, Mich.; Utica Electric Light Co., Utica, N. Y.; Complete Electric Construction Co., Coney Island, N. Y.; Hion and Mohawk Gas Light Co., Hion, N. Y.; Penn Yan Electric Co., Penn Yan, N. Y.; Ogdensburg Gas Light Co., Ogdensburg, N. Y.; and hundreds of others all through the United States and in every part of the civilized world. Branch offices are operated in Chicago, Philadelphia, Detroit, San Francisco, New Orleans, Pittsburg; and in Mexico City, Toronto and Havana. The company is the second largest in existence, and has developed its latent resources with marked rapidity, yet solely on the basis of demand and supply. Mr. R. T. McDonald, the treasurer and general manager, with headquarters at Fort Wayne, Ind., is noted for his prompt and equitable methods and sterling integrity. The Fort Wayne Electric Co. has so rapidly eclipsed its competitors as to satisfy the most skeptical that it is destined to attain the greatest success of the age in its vast and fertile field of usefulness.

**B**ENEDICT BROTHERS, Importers and Dealers in Diamonds and Watches, Jewelry, Silverware, Benedict Building, No. 171 Broadway.—One of the honored business landmarks of the metropolis, surrounded by pleasant historic associations, is the establishment of Messrs. Benedict Brothers, the well-known importers and dealers in diamonds, watches, etc., in Benedict building, corner of Broadway and Cortlandt Street. This house is probably the oldest in its line of business in America, while it is also the leader of the fine diamond trade in the American metropolis. It was founded in 1821 by Samuel W. Benedict, and has occupied the present site since 1862. The building is six stories high, 60 x 106 feet in dimensions, built of iron, and architecturally a great ornament to the city. The main salesroom of the firm, on the ground floor, is a model of elegance, taste and beauty. Its rich and novel decorations, handsome fixtures and charming distribution of goods present a claim for elegance and finish unequalled in the city. The entire southerly and westerly sides have been mirrored from floor to ceiling with one unbroken sheet of glass. There is no molding at the top, but the glass is let into the ceiling, which is an experiment never before attempted. The ceiling is decorated with a quarter of an entire pattern of elaborately designed paper—the work of Fr. Beck & Co.—so that no matter in what direction you may be looking the effect produced is that of the pattern in its entirety. The wainscoting and floors are of marble in different colors, and the lighting, heating and ventilating are of the most approved character. The Messrs. Benedict are connoisseurs and experts of celebrity, and as extensive importers of diamonds, watches and jewelry, they are recognized as authority in all the details and intricacies of the business. In gems and stones of worth, in which this house may be said to be second to none this side of the Atlantic, the selections here displayed are among the largest and choicest to be found in the city. Diamond and emerald, ruby and beryl, opal and pearl, said and peridot, jacinth and spinel, topaz and turquoise, sapphires and cameos, intaglios and sardonyx, agates and crocidolite, rock crystal and amethyst—all these and more “captain jewels in the carcanet” are fittingly represented. Here are displayed diamonds in all conceivable shapes, of unequalled whiteness and clearness, and of absolute faultlessness, “gems of purest ray serene,” *riviere solitaire*, cluster and pendant, *panache* and *argette*, necklace and bracelet, chains, rings and *chatelaine*—in fact, every article esteemed for its genuineness and suitable for personal adornment here greets the eye and delights the senses. Only the finest and most reliable goods in this line are handled, while the matching, cutting and mounting of stones find here the most expert and accomplished exemplars. The department devoted to watches includes hundreds of the finest imported and domestic movements in all desirable casings, ranging from the lowest price at which a reliable watch can be made up to the most expensive chronometers and repeaters made. The styles include massive cases and smaller sizes, plain, etched, chased and decorated in scores of original designs, while those from abroad bear the name of this firm, being manufactured expressly for their trade. In silverware the stock is equally extensive and attractive. Their solid silver sets are in great demand by our wealthiest people, being manufactured from the British standard of fineness, of highly artistic and most elaborate chasing designs, carving and general finish. The constant aim and ambition of the Messrs. Benedict is the selection and purchase of articles of novelty, beauty and merit; and their trade is very large and influential with the elite of the city and with the most critical and discriminating of buyers here and elsewhere. The firm of Benedict Brothers is composed of Messrs. Read, Edwin P., and Frederick P. Benedict, all sons of the founder of the house, and thoroughly trained in the jewelers’ art from their early youth. The cashier and treasurer of the house is Mr. Mulford D. Simonson, long connected with the house in a position of trust, while the watch repairing department, a noted feature of the house, is under the efficient management of Professor B. H. Buell, of Goshen, England. The co-partners devote personal attention and direction to every part of their immense business which is still developing at a rapid ratio, and includes far-reaching connections with valued customers in all sections of the United States, people of refined tastes and sound judgment, who have learned by experience that nowhere else can selections be made from such a comprehensive and valuable stock as that of Messrs. Benedict Brothers, to which the art and skill of every land have been laid under contribution, while the house stands forth the great modern exponent of the watch and diamond trade in America.

**R**OBERT T. BROWN & CO., General Contractors, Room 722, Temple Court, No. 5 Beekman Street.—Probably the best known general contractors in this city are Messrs. R. T. Brown & Co., whose offices are located in Temple Court, No. 5 Beekman Street. This firm make a specialty of fire-proof wire lathing, and are agents for the New Jersey Wire Cloth Company of Trenton, N. J. This company are manufacturers of patent stiffened wire fire-proof lathing, which has every good point in any system of wire lathing and several found in no other. To those accustomed to the use of wood lath, a few facts in relation to this lathing will be of interest. In the first place it affords protection against fire, which wood lath does not. It is but little more expensive than wood lath, while the increased cost of material is nearly counter-balanced by decreased cost of application arising from doing away with furring-strips. It can be applied by any ordinary mechanic, which makes it adapted for use in small towns and on country residences. The stiffening bars tie the joists together, giving rigidity to the whole in the same manner as wood lath, an advantage possessed by no other wire lathing. In buildings where it is not used throughout, it can be applied to those parts of partition walls in front of hot air pipes and in the vicinity of flues, thus securing protection in the most dangerous places. By giving a lower rate it also makes an annual saving on insurance. Its advantages over any other wire lathing include the fact that it is cheaper by more than the cost of the furring; it is more easily and rapidly applied, it requires a smaller number of fastenings to the square yard, and these are nails, and not the more expensive and less convenient staple, it can be applied directly to brick walls and yet have sufficient air space to prevent dampness, while its fire-proof qualities have been demonstrated in three public tests. It has been a matter of deep study among scientific men to make churches, halls and theaters fire-proof without injuring the acoustic properties of the buildings. It has been proven by experience that wire lath is the best surface for sound, as where used the mortar is more compact than in the case of wood or other lathing. One wood lath occupies a space in the mortar 1½" wide by 4' long, the same amount of wire before woven would weave 12" wide and 4' long—these figures show that there is no space in the mortar where the sound would penetrate. Among a few of the prominent buildings in which this construction has been used the following are given: New York Music Hall, The Garden Theater, Music Hall and Supper Room of the Madison Square Garden, the addition to the New York Stock Exchange, the “Star” Theater, Buffalo, (one of the best arranged in the United States) Bleeker Hall, Albany, Grand Opera House, Boston, Broadway Theater, Norwich, Conn., Dr. Miner’s Church, Boston, and hundreds of office buildings, residences and factories throughout the country, and most of the leading fire proof structures in this city. Estimates and plans are cheerfully furnished and a point is made of filling all contracts at the time agreed upon and in accordance with the terms. This firm also represent the O’Donnell & Barrett Elevator Company, manufacturers of hydraulic, steam, belt and hand-power passenger and freight elevators; hoisting machinery and power transmission of every description. Their hydraulic passenger elevator possesses many advantages over any of the other systems. It is noiseless, no disagreeable jarring or rumbling of gears is transmitted to the elevator car. It rides smoothly and is always ready to operate. Less repairs are necessary, simply because the hydraulic engine is slow in its movements and not so much complicated machinery to get out of order as in other systems. Special attention should also be directed to the way in which their passenger elevator stops and starts; not the slightest jar or rebound is felt in the car in stopping or starting. This is due to the peculiar construction of their operating valve, which is their own invention and is used on no other elevator. With this elevator no damage can be done by car going too high at top of house, as they use a device which shuts off the initial pressure immediately after car reaches top landing. Mr. Brown, the active member of the firm is a Massachusetts man by birth and training, in the active prime of life, a member of the Builders’ Exchange, and an experienced, reliable and accomplished business man.

**R**OCHESTER LAMP COMPANY, No. 42 Park Place and No. 37 Barclay Street. The grandest achievement in the manufacture of lamps is the perfection and introduction to the public of the celebrated Rochester lamp, which has no equal for brilliancy, economy and artistic effects. It is manufactured by the Rochester Lamp Company, who have the largest wholesale and retail lamp store in the world at No. 42 Park Place, running through the block to No. 37 Barclay Street. Founded in a modest and unpretentious way, but on the substantial basis of merit, the business here conducted has had a remarkable growth, and is one of the best illustrations of industrial progress in the country. The founder of the business, Mr. Charles S. Upton, met with many discouragements in starting his enterprise here, in the year 1884, but, in the language of President Lincoln, he kept "pegging away," lengthening and strengthening his stakes, extending his commercial relations, enlarging his premises, increasing his facilities for production, advertising his wares judiciously, and expanding his popularity with all classes of people, until he has reached a pre-eminence in his line of business, of which he has every



reason to be proud. The fame of the Rochester lamp has now spread throughout all parts of the civilized world. No city so densely populated, no island so remote that the light of that lamp is not seen and admired therein. The present company was organized in 1884, and its executive officers are Charles S. Upton, president and treasurer; John H. Brigham, vice-president; Matthew W. Hayes, secretary. Four large factories are operated in this city, giving employment to 2700 hands, while branch houses are established in Chicago, Paris and London. The New York store comprises an entire five-story building, 35 x 200 feet in dimensions, in which the display of lamps is beyond description. The business transacted here forms an important factor in the mercantile activity of this great metropolis, requiring the services of forty-two assistants, while a corps of a large number of talented salesmen are employed upon the road. Orders now come from all parts of the globe. New designs, new styles, and every conceivable demand for a lamp is promptly met, while all have the same incomparable burner. This burner was the invention of Leonard Henkle of Rochester, N. Y., who conceived the idea of forming a cap or thimble, and putting it over the top of the central draft-tube, and filling its sides all around with small holes like a pepper-box cover, and letting the air come up the tube and pass to the flame through all those small holes. The results were wonderful, and are now known to all the world. High or low, there is no smoke, but a light really wonderful in its brilliant purity and volume. Among other good points of "the Rochester" may be named its being all metal, high grade and hard rolled, and therefore cannot break; the heat being circular, the expansion of the chimney is equal all around; the air is superheated in the thimble, thus causing a perfect combustion; every part of the flame is supplied with these jets of hot air, and there is not a particle of smoke nor odor, every atom of carbon is consumed, and helps to make light; the perforated thimble slips over the outside of the tube, known as the patent over-cone, thus preventing all leakage or syphoning out of oil; the improved wire wick lift is perfect, no screws or ratchets to get out of order, and the light can be instantly extinguished, which is not the case with the screw lift; burns any kind of oil, and all parts are interchangeable. From one lamp seven years ago, there are now two thousand different

designs and varieties, many of them most artistic, and some single ones costing \$1000. Upwards of two million are now in use, and over half a million are sold every year. These facts speak for themselves. Mr. Upton, the moving spirit of this colossal enterprise, is still in the early prime of life, president of several other industrial concerns, including the Magic Introduction Company, the Billings Pipe Binder Manufacturing Company, the Henkle Incandescent Gas Burner Company, and the Niagara Gas Burner and Oil Company, and is a gentleman of nerve, pluck and public spirit, who has learned the value of printers' ink, and who has won success by honestly deserving it.

**C**HARLES H. HASWELL, Civil, Marine and Consulting Engineer and City Surveyor, Office, No. 42 Broadway.—The profession of civil engineer and city surveyor is one of great responsibility, requiring the highest order of ability, coupled with long practical experience. These essentials are possessed in the most gratifying degree by Mr. Charles H. Haswell, the oldest and best-known exponent of the profession in the metropolis, whose office is eligibly located at No. 42 Broadway. This gentleman is eminent as a civil, marine and consulting engineer and city surveyor, and has been engaged therein since 1828. In the year named he started as an apprentice to manufacture steam engines with Jas. P. Allaire, New York. In 1836 he entered the United States Navy as chief engineer and during his service in that capacity he built ten men-of-war vessels. In 1851 he retired from the navy, and the following year built five merchant steamers. He now gives his attention to designs and specifications of steamers, engines and boilers, the superintendence of construction and setting of boilers for elevators, steam heating, etc.; rock and earthwork, and capacity of floors of stores, etc., are computed and the foundations of masonry or pilings are designed and superintended. Mr. Haswell built the crib bulkhead at Hart's Island one half mile in length, laid out the surveys of the Produce Exchange, Field's, Wells' Standard Oil, New Jersey Central Building and other city structures, and is also a trustee of the New York and Brooklyn Bridge and is doing much important work over New York and New England. The fidelity and accuracy manifested by him were early recognized and he has been entrusted with some of the most important corporation and private work that has been done in this city during the past forty years. His record in all departments of his profession is one of which he may well be proud, and he has hosts of friends and patrons throughout the country who join with us in congratulating him upon a long life well spent and in wishing him many years of health and usefulness to come. Mr. Haswell was born in this city in 1809, and is conceded to be the oldest engineer and surveyor in the active practice of his profession in the country. He is a member of the Civil Engineers' Societies of New York, Boston and Philadelphia, the Institutes of Civil Engineers and Naval Architecture of Great Britain, the American Society of Civil Engineers, the Meteorological and the Microscopical Societies, and is honored and esteemed in both professional, industrial and social life.

**R**OBERT MAYER & CO., Manufacturers of Lithographic Printing Inks and Varnishes, Etc., No. 50 Barclay Street.—Underlying the lithographic art, and indispensable to its higher attainments, is the manufacture of really superior inks and varnishes. One of the largest and oldest firms in the city devoting its energies to the manufacture of these goods, and assuredly one whose efforts have far excelled those of the ordinary run of manufacturers in this line is that of Robert Mayer & Co. It was established in 1855 at No. 169 Broadway. In its present location it has two floors, each with a measurement of 25 x 100 feet, as salesrooms and warehouses, and carries a large stock of lithographic stones and materials of every description used in the trade, importing them from Europe direct. It need scarcely be said that it also carries a large stock of lithographic inks and varnishes of every shade, hue and tint, these being goods of its own manufacture. The firm's factory is at Hoboken, N. J., and is a handsome detached brick building of great spaciousness, constructed in every respect to meet the requirements of the business there carried on, its two tall chimney shafts of themselves suggesting something of the extent of the operations within. Internally the arrangements, facilities and equipments provided are most thorough and complete, steam-power being used to drive the machinery employed in grinding the pigments and in the other processes of the trade. The firm's dealings are wholesale, and extend throughout the United States and Canada, a number of traveling salesmen being employed to represent the house upon the road. A little army corps of employees are engaged at the factory and a staff of from eight to ten clerks at the salesrooms, a great point being made at Barclay Street of the prompt filling of orders. Mr. R. Mayer, the founder of the house, recently deceased, was a native of Germany, while Messrs. L. V. Heugstler and Jos. A. Kepp, the surviving partners and present proprietors, were born in New York.

**J.** C. McCARTY & CO., Hardware Manufacturers and Manufacturers' Agents, No. 97 Chambers and No. 81 Reade Streets.—A large, important and widely known business establishment of New York would be overlooked, were the leading house of J. C. McCarty & Co. omitted from this review of her important commercial interests. It is located at No. 97 Chambers and No. 81 Reade Streets, the entrance being on Chambers Street. The firm is composed of John C. McCarty, Wm. H. Littell, and T. P. Burke, all residents of New York, and all live, wide awake, energetic, square dealing merchants, whose names are properly classed with those of New York's best business men. Their house was established way back in 1828, and soon attained a standing which assured steady, permanent and constantly increasing growth, a fact which time has happily verified. The extent of business done by such a house can well be estimated by the stock carried, the amount of help required in carrying it on, the manufacturing facilities provided, and the character as well as the number of agencies established. J. C. McCarty & Co. have a large force of assistants, active, energetic and competent men. They have six wide awake traveling men representing their house in the United States, and caring for the trade of many of her leading dealers. In addition, they do a large export business, principally to the countries of South and Central America. They have a factory at Vergennes, Vt., covering a block of 300 x 150 feet, equipped with the finest machinery obtainable, and managed with that consummate skill and thorough regard for system which insure the best results. The material used, and the work produced are the best, and the fact of their coming from this factory is a guarantee that everything claimed for them is correct. The immense business done, and the popularity of the house, are the best evidences that its goods are right, and that its prices are the lowest consistent with the actual cost of production. The commanding position of the house still further appears in the fact that it has this extended and important list of agencies: Lewis & Babcock Manufacturing Company, hoes, forks, rakes, etc.; Coe's Wrench Company, genuine knife, handle, and mechanics' screw wrenches; Champlain Forged Horse Nails; Pennsylvania, Continental, Keystone and Quaker City lawn mowers; A. E. Deltz, fine locks and night latches; Enterprise Manufacturing Company, of Pennsylvania, sad irons, coffee mills, choppers, etc.; H. P. Nail Company, wire nails and brads, rods and annealed wire; North Indianapolis Cradle Works, grain cradles and scythe snaths; Cincinnati Barbed Wire Fence Company, barbed wire, staples, etc., plain and annealed fence wire; Spring Curry Comb Company, japanned, blued and nickled combs; Self Acting Bell Company, combined push and pull door bells; Rhode Island Horse Shoe Company, Perkins' horse, mule and snow shoes, and toe calks; Fos Manufacturing Company, portable forges, blowers and drills; Hosier Handle Company, axe, pick, sledge and hammer handles; Essex Horse Nail Company, Essex, Saranac, Lyra and Snowden nails; Whitehead Bros. Rubber Company, rubber and belting, packing and hose; Perkins' Lock Manufacturing Company, rim and mortise locks, builders' bronze hardware; Toledo Block Works, rope and iron bound tackle blocks; Ten Eyck Edge Tool Company, axes, hatchets, adze of all kinds; Fisher & Norris, Eagle anvils and chain vices; Wall Manufacturing Company, hand house, gong, sleigh and horse-car bells; Samson Jack, carriage and wagon jacks; Pope's farriers' knives and blades; Leopold saw sets, wrought goods, and Arcade Manufacturing Company, fine box and side coffee mills. Such a list of manufacturers speaks for itself, and at the same time for the house of J. C. McCarty & Co., who represent them. In their specialty of horse nails, they are unsurpassed, and in every department are in the front rank.

**N**EW YORK GAS FIXTURE CO., Manufacturers of Artistic Gas Fixtures, No. 20 Warren Street, Factory, No. 478 and 480 Pearl Street.—The history of the progress and development of the arts and manufactures in the United States presents few parallels to the notable advance made in brass and bronze work in this country within a decade or two. Most of the recent achievements in the metals indicated are distinctly artistic; and these remarks apply in an especial manner to gas fixtures, the productions of some of our leading manufactures in this line being certainly a triumph of skill. And while on the subject under review, it may not appear indelicate to single out for special complimentary mention here the New York Gas Fixture Co., whose office and salesroom are located at No. 20 Warren Street, with factory at No. 478 and 480 Pearl Street, who turn out a class of work of exceptional excellence, none better in the city. They manufacture chandeliers, electroliers and artistic gas fixtures of every description, in a great variety of exquisite designs and superb workmanship, and their productions command an extensive sale. The articles made by this concern are noted for general superiority, being not surpassed in any feature of merit by anything of the kind on the market, and are in wide and growing demand in the trade throughout the Eastern and Middle States. The New York Gas Fixture Co., of which W. H. Haydn Miller is president and treasurer, Jacob Zahn, vice-president, and Henry O. Schmidt, secretary, was incorporated under the laws of this state with a capital of \$60,000, some three years ago, when they purchased the gas fixture department of the Ansonia Brass and Copper Co., and the signal success that has attended the enterprise from its inception abundantly attests the wisdom that inspired the venture, to say nothing of the character of the productions. The factory of the company on Pearl Street occupies two spacious floors, and is completely equipped with all the latest improved machinery, tools and appurtenances, and thirty expert hands are employed, the facilities being of a very superior character. The quarters occupied on the second floor, No. 20 Warren Street are commodious, neatly appointed and well arranged, and an exceedingly fine assortment is here displayed, the stock which is at once large, rich and elegant, including everything comprehended in artistic gas fixtures and kindred articles. The prices quoted are the very lowest figures, compatible with quality of material and character of workmanship, the most liberal inducements being offered to the trade, while all orders are executed in the most expeditious and trustworthy manner. Mr. W. H. Haydn Miller, the president of the company, was formerly manager of the Gas Fixture department of the Ansonia Brass and Copper Co., prior to which he was with Mitchell, Vance & Co., Mr. Schmidt, the secretary, had long been an expert designer for the Ansonia Brass and Copper Co., and Mr. Zahn, the vice-president, is a member of the firm of Zahn & Bowly, glass bevelers and mirror manufacturers, on Pearl Street.

**T**HE BOSS COMPANY, Importers, Manufacturers and Wholesale Agents for Cuckoo, Trompeters, Automatic and Fancy Carved Clocks, No. 14 Dey Street; Factory, Black Forest, Germany.—A house with an established prestige in its special line of trade, standing of the highest character in commercial circles, and with an enviable name for the quality of its merchandise and the honorable methods of its management is that of The Boss Company, importers, manufacturers and wholesale agents for Cuckoo, Trompeters, Automatic and fancy carved clocks, located at No. 14 Dey Street, with a factory at Black Forest, Germany; also, sole importers for Wm. Cuyper's chronometer, watch and clock oils, with factory at Dresden, Saxony. This company established their business here in 1884, and have built up a trade of splendid proportions, which extends to all parts of the United States and is annually increasing in strength and influence. The spacious salesrooms of the company are elegant in all their appointments, perfect in convenience of arrangement for inspection and sale, and are filled to repletion with a very heavy and attractive line of specialties in clocks, which are undoubtedly the most original, unique and beautiful specimens of the kind yet produced in America or Europe. The Cuckoo clocks, for which this company is especially famous, include many varieties, both mosaic or walnut case, all brass movements, and of fancy ornamental designs, striking every half hour with cuckoo accompaniment, and every fifteen minutes a quail strike. Prices and drawings of every variety of carved clocks sent on application, and any style desired is furnished at short notice. The display here made is well worthy the attention of connoisseurs in these matters and deserves a far lengthier description than our space allows us to indulge in. The goods are guaranteed to be genuine, in good working order and exactly as represented, and are widely preferred by dealers everywhere on account of their great salability, uniform excellence and solid merits. The oils handled by this house have won first prizes all over the world, and are in constant demand wherever once introduced. Mr. Charles Boss, the active manager of this company, is an expert and accomplished master of his art, and wins the esteem and confidence of all with whom he comes in contact, by reason of the reliability of his methods, his sound judgment and exquisite taste.

**J.** Q. MAYNARD, Elevators, Hoisting Appliances, Overhead Railways, Dumb Waiters, No. 12 Cortlandt Street.—Elevators and hoisting appliances have become a necessity at the present day in hotels, mills, factories, and public buildings of all kinds. In the construction of these machines, the chief consideration to be kept in view should be safety, and to buy a badly constructed, cheap and imperfect elevator is simply suicidal. In this connection special reference is made to the reliable house of Mr. J. Q. Maynard, manufacturer of elevators, hoisting appliances, overhead railways and dumb waiters, at No. 12 Cortlandt Street. This industry was inaugurated here in 1875 by Mr. Maynard. The catalogue published by Mr. Maynard illustrates and exhibits the most complete array of appliances for the easy handling of machinery, merchandise, freight, etc., in warehouses, shops, mills, stores, factories, hotels, depots and private houses, ever offered for the consideration of the public. Many of the devices are new, while all are useful, having been thoroughly tested and approved. They comprise, undoubtedly, the best inventions and improvements in this line of mechanism. Special attention should be called to the fact that the automatic stops for hand elevators and dumb waiters (the Harrington, Wythe and Standard patents), controlled by this house, are the only ones made that hold the load securely at any point, both in ascending and descending. This is an element of safety not before attained in hand-power elevators. The "Harrington" hand elevator has several important improvements that can be found in no other elevator, and differs from all others in that it has a double-acting automatic brake, by which the load is always held at any desired point either in raising or lowering, loading or unloading. It is believed to be the most perfect hand elevator made. As this machine is all iron and machine-fitted, the wearing parts cannot warp, shrink, twist or get out of place. The load may be lowered at any speed, the brake coming into action whenever the operator pulls on the check-rope or lets go of it. It is, therefore, a safe elevator, and at the same time the most rapid hand elevator in use. The Howard elevators have been in use for many years. Hundreds have been erected, which are invariably doing excellent service. In all places where a large amount of work is to be done, these machines will be found entirely reliable, capacity and size as required; from 500 to 3,000 pounds. The Wythe hand elevator is an exceedingly simple and efficient hoist for light work. It has no check rope or brake, but the load is held by an automatic stop always acting except when the hand rope is pulled for raising or lowering the load. A cellar and pavement hoist, with platform, is one of the latest inventions of this house, and has proved eminently satisfactory. For light work, 500 to 1,500 pounds, it is believed to be superior to any similar machine. It costs less, is safe and works easier than any other. It is supplied with the Wythe self-acting stop, by which the load is held at any point. These can be seen in practical use at Mr. Maynard's establishment. Mr. Maynard is also sole agent in New York for the Harrington hoists and overhead railways. These hoists are well known, twenty thousand of them having been sold in the last seven years. They are universally regarded as the best. Mr. Maynard is a Massachusetts man by birth, a resident of this city for the past thirty years, and an expert, reliable and successful manufacturer. He has acted as agent for Messrs. Edwin Harrington & Son, of Philadelphia, for the past fifteen years, and in the production and sale of hoisting appliances which combine strength and safety he may be considered as standing foremost in the metropolis.



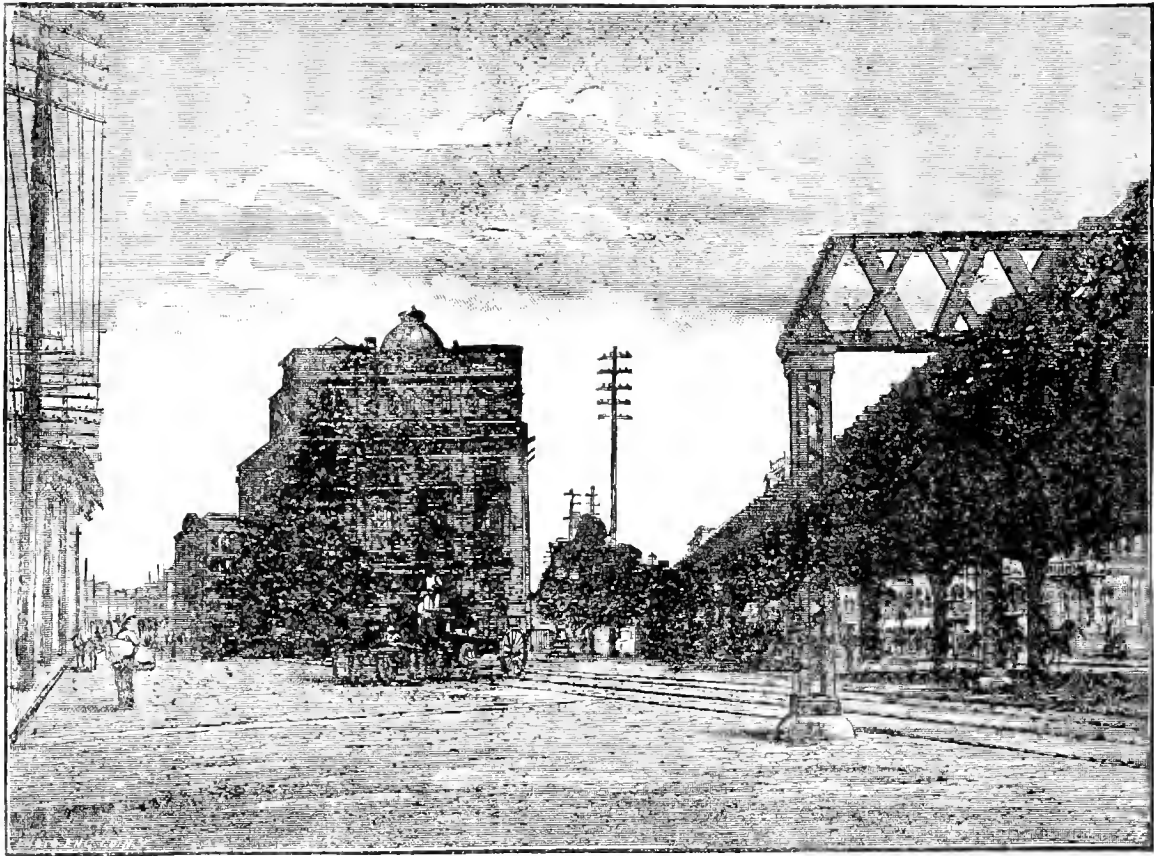
**OAKLEY & KEATING**, Laundry Engineers and Manufacturers of Laundry Machinery, No. 40 Cortlandt Street.—A representative and most progressive firm engaged in the manufacture of laundry machinery is that of Messrs. Oakley & Keating, located at No. 40 Cortlandt Street. The business was established by the present firm in 1861 and they have occupied the present location about twenty-four years. Their factory is located at Nos. 135 to 145 Manhattan Avenue, Brooklyn, E. D. The laundry appliances manufactured by this company are greatly admired by experts and are absolutely unrivalled for utility, efficiency, durability and uniform excellence. It has always been the policy of this company to spare no trouble or expense in perfecting its machinery and in placing upon the market new devices that are both labor saving and practical. Messrs. Oakley & Keating are competent laundry engineers and are prepared to furnish plans and specifications promptly. They make a specialty of fitting up laundries in hotels and institutions, in which direction their business connections are very extensive. The individual members of the firm, Messrs. John M. Oakley and John Keating, are gentlemen of marked business ability, and their standing in the commercial world is of the most irreproachable character, and they are everywhere regarded as masters of their business.

**EDWARD H. RATH**, Suburban Real Estate, No. 11 John Street.—The real estate interests of New York and her suburbs have attained proportions of such magnitude as to enlist the services of many of our most talented and enterprising business men. Much of the rapid development noticed in eligible realty is due to the honorable and conservative methods of our leading brokers, who have not sought to create inflated values, but rather to retain the market upon the firm basis of actual worth as regards income producing capacity. The continued rapid growth of the city has made the possession of suburban property particularly desirable, and some real estate operators are devoting their entire attention in this line. One of the leaders engaged in handling suburban real estate and who makes Long Island real estate a specialty is Mr. Edward H. Rath, whose offices are in the Corbin building, corner of Broadway and John Street. This gentleman established business in 1890, bringing to bear energy and sound ability, and he has already developed a large, first-class patronage. His practical and ultimate knowledge of values of improved and unimproved property, acquired by an active experience, is unexcelled in the city. Mr. Rath has upon his books the cream of selections in the way of suburban property, and plans and descriptions of lots which offer a splendid opportunity to those who desire a place for a home, or for profitable speculation. These include Rockaway Park, Hollis, situated in the town of Jamaica, L. I., within ten miles of New York; Woodhull Park, Jamaica, Duntun Park, Jamaica, L. I., and Murray Hill, Flushing, L. I. Lots in these rapidly growing places are offered at lowest prices and every opportunity is given for inspection. Mr. Rath is a native of Brooklyn and a resident of Flushing. He is a progressive, energetic business man, strives zealously to advance the best interests of his patrons, and he is highly regarded for the honorable methods which govern him in all his transactions.

**THE OAKLEY SOAP AND PERFUMERY COMPANY**, John A. Oakley, President, A. P. Babcock, Secretary, Nos. 122 and 124 Duane Street, Corner of Church Street.—That an absolutely pure, perfect preparation in the line of toilet soaps and kindred products is a desideratum is abundantly attested by the wide-spread and ever increasing demand for a distinctly meritorious article of the character indicated. And it may be here remarked, too, in this connection, that notable improvement has been made in the good referred to of late years, some of our leading manufacturers turning out a class of compounds of rare excellence. But while it is worthy of note that many of the preparations now on the market possess unequivocal features of merit to recommend them to favor, it is equally patent that for general superiority none yet introduced to public notice can compare with the fine toilet soaps and perfumes manufactured by the Oakley Soap and Perfumery Company, Nos. 122 and 124 Duane Street, corner of Church Street, which are noted for their absolute purity, choice quality, exquisite scents and all round superiority. These goods, which are maintained at a uniformly high standard, are conceded to be the ne plus ultra of toilet soaps and perfumery, and command distinct recognition throughout the civilized world. Only carefully selected, perfectly prepared, choicest ingredients are used in the manufacture thereof, while the various processes are conducted according to an exact formula under the immediate supervision of expert chemists, their medicated soaps, "triple" extracts, skin lotions and toilet powders being highly meritorious preparations from a sanitary point of view. This noteworthy and widely known concern was established in 1850, and under the firm name of Jesse Oakley & Co., was conducted up to about eight years ago, when the business was incorporated under the laws of New York with a capital stock of \$25,000, and the present style adopted, John A. Oakley being the president, and A. P. Babcock, secretary. The factory which was formerly at Newburg, N. Y., is now located in Jersey City, and is a capacious, thoroughly equipped plant, where 125 hands find employment. The quarters occupied as office and salesroom on Duane Street are commodious and well ordered, and an efficient staff of clerks and salesmen are employed here in addition to eight representatives on the road. An exceedingly fine assortment is constantly carried in stock including an infinite variety of high grade toilet soaps, perfumes, scented extracts, bay rum, colognes, face and tooth powders and kindred articles, and all orders are filled in the most expeditious and trustworthy manner. The prices quoted are notably low, quality of goods considered, and the most liberal terms are offered to the trade; the company with their large resources, exceptional facilities and world-wide business connection being manifestly in a position to offer substantial inducements.

**LAWRENCE S. MOTT & CO.**, No. 57 and 59 William St. (near Wall) New York, No. 54 Devonshire St., Boston, S. W. Cor. 8th and Olive Sts., St. Louis, and London, England; Cable Address, Millboard, New York; Organizers of Stock Companies, Investment Brokers, Dealers in Railway Equipment, Promoters and Negotiators, Representatives of English and American Capital.—There are at all times people seeking to invest capital in such a manner as to insure them the utmost element of safety, combined with a reasonable rate of income. The field for daring and hazardous venture always exhibits a restless throng making haste to be rich, while the field for legitimate investment is a less crowded one, but beyond question one in which more satisfying harvests are seasonably secured. Among those firms in New York who make the wants of the conservative investor their constant study, and whose reputation for affording accurate information is firmly established, that of Messrs. Lawrence S. Mott & Co. stands second to none. This firm, doing business at No. 57 and 59 William St., are widely known as promoters, negotiators and representatives of English and American capital; and are also prominent in the city as organizers of stock companies, investment brokers and dealers in railway equipment. The business so successfully conducted by them was originally established in 1887, by Messrs. Perkins & Mott, who were succeeded by the present firm in July, 1890. No more careful, reliable or well-posted brokers than Messrs. Mott & Co., can be found. They bring to bear upon their business a wide range of experience in financial matters, together with intimate and influential connections both at home and abroad. They have large interests in Denver, Colorado; Helena, Montana, and other mining regions, and are also agents for several large banking institutions in England. They are constantly organizing stock companies for the development of the great natural resources of this country in mining, manufacturing and other industrial pursuits, and are prepared to conduct all operations under the most favorable conditions for success. The members of the firm are Messrs. Lawrence S. Mott, John Acken and George S. Stitt, Jr. Mr. Mott is a native and well-known resident of Newark, N. J. Mr. Acken is a native of New Jersey, while Mr. Stitt is a native New Yorker. All are young men of experience and standing in the social and business world, and their career in the financial world has been eminently creditable to their judgment, reliability and sound sense.

**B**OSTON IMPROVEMENT COMPANY, No. 258 Broadway.—The rapid progress of suburban New York, and the wonderful development of her real estate interests, is largely due to the enterprise and sagacity of her leading real estate agents and brokers, prominent among whom may be named Messrs. J. McGinnis and W. H. Van Guilder, managers of the Boston Improvement Company, with headquarters at No. 258 Broadway. These gentlemen bring to bear special qualifications upon every branch of the real estate business, and their success in this undertaking is the best possible indication of their foresight, judgment and business ability. Mr. McGinnis had been established in the realty business since 1886, while Mr. Van Guilder had been engaged therein since 1881, when in 1889 they consolidated their interests and organized the present company. They immediately invested in land in the town of Congers, situated in Rockland County, N. Y., about twenty-six miles from the New York City Hall, on the main line of the West Shore Railroad, and, by unflagging energy and singleness of purpose, have succeeded in placing Congers in the front rank of suburban towns. The policy pursued by them in laying out and populating the town is most unique in its conception, liberal in its performance and based on the soundest principles of finance. They have given the choicest lots and materials to erect the foundation of houses, and a yearly pass, free to all who build; while at the same time have sold lots at surprisingly low prices. The land in the various sections of the town has, in fact, been sold at prices



JUNCTION OF THIRD AND FOURTH AVENUES—COOPER UNION

which must, within a few months, more than double. The factors in this advance are the increase of population and the completion of improvements now under way. Congers may already be said to have passed out of the experimental state into that of steady development. It has all the elements of success, a location unsurpassed, good drainage, admirable climate, scenery which delights the eye of the poet and painter, and last though most important, ample facilities of reaching the metropolis. When the "New York World" asked the question, "Which is the best town to live in?" and called for votes from all over the country, the answer came "Congers!" by a plurality of over 84,000 votes, and a total of 150,000 in its favor. The efforts of the Boston Improvement Company, or in other words, Messrs. McGinnis and Van Guilder, have been crowned with a brilliant success. Their patrons are delighted and the boom is a permanent one, to all appearance. The company have a branch office at No. 132 Park Avenue, opposite Grand Central Depot; and eastern offices at No. 247 Washington Street, Boston; Village Street, Medway; and No. 131 Main Street, Milford, Mass. A word as to the founders of this enterprise. Mr. John McGinnis was born in Medway, Mass., thirty years ago. He started in business in the shoe industry at an early age, but his factory was destroyed by fire, and he was soon after the victim of a railway accident which incapacitated him for work for several months. After recovering from his injury, he turned his attention to real estate matters in Medway, finally opening an office in Boston in 1885, where he remained until 1889, when he came to New York and quickly entered upon the undertaking which has proved so successful and won for himself and his partner a proud position in the real estate field of the great metropolis. Mr. Van Guilder is a native of Jefferson, Ohio, where he was born in 1857. His early life was largely spent in the mercantile business and as a traveling salesman, until in 1881, when he embarked in the real estate business in Boston. While engaged therein he established the firm known as the Pond Rubber Company, which to-day does a large wholesale business in rubber clothing. In 1889 he started with Mr. McGinnis on a prospecting tour for the purpose of locating a town near this city, and never halted in their search until they decided upon Congers, on the beautiful Rockland Lake, where they have since won a success unparalleled in the history of the New York real estate market.

**T**HE SAFETY CAR HEATING AND LIGHTING COMPANY, Heating Systems, by Hot Water Circulation, Direct Steam or Gas, the Pintsch System of Lighting, No. 160 Broadway.—The question of the efficient and economical lighting of passenger cars is one which has occupied the attention of railway managers for many years, and much inventive ingenuity has been exercised in attempting its solution. The many difficulties attending the use of other systems of lighting led the inventor of the Pintsch system to the investigation of oil-gas as an illuminant and to the perfection of the system which bears his name. This system is now being successfully introduced by the Safety Car Heating and Lighting Company, with headquarters at No. 160 Broadway. This company was incorporated in 1885 with a capital stock of \$1,000,000, and is officered as follows, viz.: Arthur W. Soper, president; Robert Andrews, vice-president; B. R. Stillman, secretary; W. R. Thomas, treasurer; Robert M. Dixon, engineer. The furnishing of a sufficient and practical light in a car, such as will render reading and other occupations a pleasure, are met by this system and are well borne out by the conditions of its present use. The principal elements in the application of the Pintsch system to a passenger car are the receiver, the filling valves through which gas is supplied to the receiver, the gauge for indicating the amount of gas in the receiver, the regulator for maintaining a constant low pressure on the pipes leading to the lamps and the lamps. The receivers, which are made of various lengths, according to demands of service and construction of cars, embody in their construction the maximum of volume for a given length, and minimum of weight consistent with required strength. The filling valves are carefully designed for their purpose. The connection for hose is a quick-acting ground joint. The valve stem is arranged for opening by a special key to prevent unauthorized or malicious waste of gas. The valve is enclosed in a close-fitting and ingenious cover, which is a great protection to it. The subject of economical combustion of gas and efficient distribution of the light is fully as important as any other in connection with car illumination. This feature of lighting is equally as important as proper regulation. Both are necessities and this system can justly claim the most perfect car lamp ever yet used or devised. From two to six flames may be used in the lamps and they burn with a perfectly steady, uniform light. The light is in no way experimental, but economical and safe beyond the suspicion of danger. It is of high illuminating power and is not affected by extremes of temperature. The recent introduction of this thoroughly practical system of lighting upon many important railway lines, and its application on an elaborate scale to a large number of palace, sleeping and drawing-room cars, is an evidence of the high appreciation in which it is held. It is rapidly taking the place of inflammable oil, and relegating the dim light, the smoky chimneys and the disagreeable odors of the lamp into the past. The high illuminating power of the gas and the efficient apparatus for its use are unequalled. The system is also applicable to the lighting of ferry boats, street railway cars, and as a coast and channel light. The following railway companies and both the great palace car companies are using Pintsch gas for car illumination: the New York Central & Hudson River, the N. Y. L. E. & Western, the N. Y., Providence & Boston, the N. Y. & New England, Delaware, Lackawanna & Western, Central Railroad of New Jersey, Chicago & Atlantic, the West Shore, Baltimore & Ohio, Philadelphia & Reading, the N. Y., N. H. & Hartford, the Cincinnati, Hamilton & Dayton, the Rio Grande Western, the Rome, Watertown & Ogdensburg, the Boston & Albany, the Old Colony, the Louisville, New Albany & Chicago, the Wabash, the Central Railroad of Georgia, the East Tennessee, Virginia & Georgia, the Denver & Rio Grande and others. Arrangements are being completed whereby during the present year Pintsch gas will be in use upon railways representing an aggregate of over 40,000 miles in this country. In Europe and in the United States over 38,000 cars are now equipped for and using Pintsch gas. The latest and by far the most successful method yet adopted for heating railroad cars is devised and presented by this company. The experience of this company has demonstrated the efficiency and economy of the systems of car heating by steam which are now offered in improved form and with perfected details. In the work of this company safety is made the first consideration. As the result of years of practical application on trains on various railroads and careful experiments in their laboratory, this company offers their system of application of steam heating known as the Standard system by hot water circulation, in connection with the Baker or any other similar heater. This system comprises circulating pipes within the car, which are filled with water, and two or more heaters in operative contact with these circulating pipes which can be used simultaneously or separately for imparting heat to the water in the pipes, steam from the locomotive being the primary source of heat, and the Baker or any other similar heater within the car, the auxiliary, when the primary heater is not in use. The heat obtained is abundant, pleasant, easily regulated and absolutely safe. The circulation is rapid, requiring but one-eighth to one-seventh the time required by the Baker heater to completely heat the radiating pipes. The advantages of this system are many. It is efficient and can warm a car in any weather, because it will give a higher temperature to the water circulating pipes than the Baker heater, and will heat them a great deal quicker. It is simple, as there is but one steam valve and a simple trap. No adjustment of pipes or valves is required. Whatever steam may be allowed to pass, the steam valve gives its heat to the water which distributes it evenly throughout the car. Salt water is used in the circulating pipes, therefore the danger of freezing is avoided. The officers of this company are well-known New Yorkers and are to be congratulated upon the success of this important undertaking.

**L**EVERING & GARRIGUES, Engineers and Contractors, Bridges, Buildings and General Structural Work, No. 41 Pulitzer Building.—Although a comparatively young firm, Levering & Garrigues, engineers and contractors, whose headquarters are at No. 218 South Fourth Street, Philadelphia, with New York office, H. L. Burns, engineer-in-charge, at room No. 41 Pulitzer Building, have attained a degree of prominence and won a measure of success vouchsafed to few in their line. They have reached the fore front rank in their profession, and receive a measure of recognition of a highly flattering and a substantial character, many noteworthy achievements,—bridges, aqueducts, manufacturing plants and general structural work—in and around this city, as well as throughout Pennsylvania, attesting their skill and reliability. They have been established in Philadelphia about four years, opening the New York office in November, 1890, and from the first have been steadily winning their way to favor and patronage. Mr. W. M. Levering, the senior member of the firm, is a gentleman in the prime of life and an expert civil and mechanical engineer; and Mr. W. A. Garrigues, his partner, who is also a comparatively young man, is a thoroughly competent civil engineer and surveyor. Both are men of ample experience, as well as of energy and ability, and are graduates of the Philadelphia School of Technology. Mr. Burns, their efficient representative in the metropolis, is a gentleman of about twenty-six and was born in Connecticut. He is a capable and entirely responsible all round engineer, of several years' practical and successful experience, and was graduated from the Sheffield Scientific School, attached to Yale College, class of '86. Messrs. Levering & Garrigues are prepared to engage in all classes of work in the line above indicated, including surveys, designs and construction, and guarantee the utmost satisfaction in every instance. Estimates are made, and plans, specifications, etc., furnished at short notice, while construction is personally supervised, and all contracts undertaken by these gentlemen are certain to be performed in the most expeditious, skillful and trustworthy manner. Among the more notable contracts executed by them in New York City and State can be mentioned Pier 62, N. R., the iron work on the N. Y. C. & W. R. R. the iron lining in the West Shore R. R. tunnel at West Point, some iron work on the Consumers' Brewery and part of the work on Koehler's Brewery, and the iron work for the new brew house for Geo. Ringler & Co., while in the Quaker City the Girard Building, the Land, Title and Trust Co. building, the Provident Life Insurance Co. building, the Pennsylvania Trust Co. building, a considerable portion of Baldwin's Shoe Works, several breweries, etc., besides railroad shops, depot dwellings, etc., for the Penn. R. R., at Wall, Pa., and a number of structures all over the state of Pennsylvania.

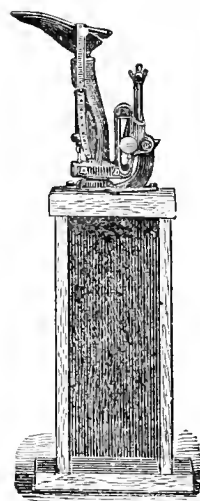


**J. MOVINS & SON**, Importers of Aniline Colors and Dye Stuffs, No. 79 Murray Street.—Representative as a direct importer of all kinds of aniline colors and alizarines is the well known firm of J. Movins & Son, whose extensive establishment is located at No. 79 Murray Street. The business is very old, having been founded nearly a quarter of a century ago by Messrs. Lutz & Movins. They early acquired an enviable reputation for the excellent quality of their lines of colors and alizarines, and for their moderate tariff of prices, developing a trade of great magnitude, with most influential connections. In 1855, Mr. Movins retired, and Mr. Lutz continued the business alone till October 8, 1889, the present firm succeeding to the business, January 1, 1890. This firm is composed of Mr. J. Movins, who was one of the founders of the business, and his son, Mr. August Movins, both gentlemen of large practical experience and honorable, enterprising business methods. In April, 1890, the firm had to seek more extended facilities for the increased demands of their trade, which they found at No. 79 Murray Street, and removed at that date from their old location, No. 15 Warren Street. Here they occupy an entire five-story building, which is fitted up with every convenience and facility for the transaction of business upon a large scale. The firm represent several of the largest manufacturers in Europe in the lines of aniline colors and alizarines, and control in the American market, several valuable specialties, selling direct to proprietors of the leading mills and factories of the New England States, here in and about New York and in the city of Philadelphia. The firm have made a close study of the requirements of American manufacturers of woollens, cottons, silks, worsteds, carpets, paper, etc., etc., and can best fill all orders so as to insure absolute satisfaction. Being direct importers, and handling such full lines of colors and dye stuffs, the firm offers substantial inducements to the trade not duplicated elsewhere. The business of this establishment is conducted upon the broad basis of equity, and these forming commercial relations with the firm may rest assured that their interests will be carefully guarded.

**E. STEIGER & CO.**, Foreign Publications, Branch at No. 2 Thalstrasse, Leipzig, No. 25 Park Place.—The name of Steiger has been long and honorably identified with the mercantile interests of the metropolis, and the business conducted upon such an extensive scale by E. Steiger & Co., at No. 25 Park Place, is the outcome of a steady adherence to the legitimate principles of trade, coupled with industry, energy and honesty. This house is noted as the quickest supply of foreign publications in the city, and for the largest stock of German publications in the entire United States. The business was founded in 1859 by Mr. J. Wiek, the present firm succeeding to the control in 1863. The premises occupied for trade purposes are eligibly located near the city post office, city hall, county court house, elevated railways and the Brooklyn Bridge, and comprise three floors, 40 x 150 feet each, all of which splendid floor space is utilized in the disposal of the immense and valuable stock here constantly carried. Here are to be found the best German books in all departments, German periodicals, kindergarten literature, kindergarten gifts and material, modern German books at reduced prices, globes, maps, tel-lurians, etc.; also, books, pamphlets, periodicals, newspapers, maps, engravings, music, etc., imported from Germany, Austria, Switzerland, England, France, Spain, Italy, Portugal, Belgium, Holland, Denmark, Sweden, Russia and other countries; and direct connections are enjoyed with publishers and booksellers of all countries. This firm also supply scientific apparatus, object teaching, manual training, school stationery and supplies, reading charts, geographical charts, drawing studies, calculating machines, blank books of all kinds, stationery, etc., etc. A specialty is made of Steiger's kindergarten material, gifts and occupations; the most complete assortment carefully manufactured in accordance with the directions of the highest authorities on the genuine Froebel system of pre-primary education. Everything needed for manual training is promptly supplied, and the facilities of the house are unequalled for filling the largest orders at very short notice. The stock includes German classics for advanced students of German; original German editions of masterpieces of classical and modern German literature; translations of the best works of ancient and modern languages; all classes of imported text books; German atlases and maps, Badeker's European guides with many general and detailed maps, plans of cities, panoramic views, etc.; books for the study of languages, being dictionaries, grammars and dialogues of the Bohemian, Bulgarian, Croatian, Danish, Dutch, French, modern Greek, Hungarian, Irish, Italian, Polish, Portuguese, Rumanian, Russian, Servian, Slovakian, Spanish, Swedish, Turkish, Welsh and many other European languages, besides polyglot books, Volapuk and Paslingua, Chinese and Japanese. The collection of books for the study of languages is the largest in the known world. Mr. E. Steiger, the master mind in the direction of this great enterprise, was born in Germany in 1832, and came to this city in 1855. He has "lived, moved and had his being" in a bookstore all his life, ever since he left school, at fourteen years of age, and knows every phase, feature and requirement of the business. He has never failed to be at his place of business every day since it was established, and, further than all that, has worked every working day since July 17, 1856. Such a record of steady labor and close attention to business is probably not equalled here or elsewhere. Its reward is to be found in his large and influential patronage, and in the esteem and confidence in which he is held by his fellow men in the great business world at home and abroad. Mr. Steiger is the only American citizen who has been decorated by two foreign sovereigns for services rendered—that is to say, in 1873, Emperor William, of Germany, conferred upon him the "Order of the Crown,"—and in 1876 the Emperor of Austria-Hungary sent Mr. Steiger the insignia of the "Order of Francis Joseph."

**MCCALDIN BROS.**, Wholesale and Retail Dealers in Coal, Wood, Lumber and Timber, Office, No. 79 Broad Street.—Among the representative merchants engaged in the coal and lumber trade in the metropolis there are few, if any, who are better known or stand higher in commercial and maritime circles than McCaldin Bros., whose New York office is located at No. 79 Broad Street, with capacious yard on Sullivan Street, between Conover and Ferris Streets, Brooklyn. This enterprising and prosperous firm, who have branch yards also at Venango oil yard, Weehawken, Standard oil yard, Hunter's Point; foot of N. Twelfth Street, Williamsburg, and Bayonne, N. J., are general wholesale and retail dealers in the lines above indicated, and, altogether, they do an immense business, the total annual sales reaching a very handsome figure. The Messrs. McCaldin own and run five tow boats and two ocean steamships, likewise, and carry at all times, wood afloat in lighters, movable at short notice. They make a specialty, also, of supplying "American Ballast Log," which, chained to sides of vessels, holds the same in position when being towed around the harbor, the logs, which are secured perfectly to the ship's side, weighing one hundred to three hundred tons each, while they handle some 5,000,000 feet of lumber annually for ceiling and lining grain cargoes and fitting up box stalls, etc., on shipboard, for cattle. The yard space occupied altogether aggregates ten acres and an enormous stock is constantly carried, including superior grades of hard and soft coal, best quality hickory and other fire wood, sawed, split and in cords, rough and dressed lumber, timber, logs, spars, etc., and a large force of help are regularly employed. A number of teams deliver through New York, Brooklyn and vicinity, and all orders, wholesale or retail, receive immediate attention, the proprietors exercising close personal supervision over every detail of the business. The New York telephone call is No. 296 Cortlandt, and the Brooklyn call No. 535, and communications with either are certain of prompt response, while purchasers of this popular and responsible firm are assured of getting a first-class article and standard weight and measure, at the very lowest prices consistent with quality and quantity. This flourishing business was established in 1865 by William J. McCaldin, who conducted the same up to 1876, when the present proprietors assumed control and have since continued it with eminent success. Messrs. James and Joseph McCaldin, the individual members of the firm, are gentlemen in the prime of life, and North of Ireland men by birth, but residents of Brooklyn. They are men of entire probity of character, as well as of energy and enterprise, and are active and respected members of the Maritime and the Produce Exchanges.

**EDWARD E. SPENCER & CO.,** Importers and Dealers in Shoe Store Supplies, No. 34 Warren and Nos. 144, 146 and 148 Church Streets. —As it is needless to observe, the phenomenal growth of the foot-wear industry in this country during the past two or three decades has created a corresponding demand for shoe machinery, tools and supplies. The branch of trade devoted to the wholesale handling of these and kindred articles here in New York at the present day, constitutes a department of business activity of surpassing importance, and affords evidence of steady and substantial increase. Engaged in the line indicated, there are in this city a number of big firms, prominent among the others being that of Edward E. Spencer & Co. (successors to Wm. Butterfield & Co.), whose establishment is located at No. 34 Warren and Nos. 144, 146 and 148 Church Streets. They are manufacturers' agents, importers of and dealers in shoe store supplies, shoe machinery, shoe manufacturers' goods, findings, etc., and their trade, which is very large, extends throughout the whole of the United States, being particularly heavy in New York City and state, New Jersey and Pennsylvania. This representative and responsible house was established in 1862 by Butterfield, Crosby & Haven, who were succeeded by Wm. Butterfield & Co., and in July, 1882, came into sole control of the senior member of the present firm, who conducted the business alone up to February 1, 1887, when he admitted into partnership Edward F. Fanning and Wm. C. Butts, and under the style of Edward E. Spencer & Co., it has since been continued with increased success. They occupy four spacious floors, and carry a vast and varied assortment, while an efficient staff is employed in the concern, in addition to eight traveling salesmen. The stock, which is of a comprehensive character and very complete, comprises besides shoe machinery and kindred devices, awls, awl-hafts, hammers, rasps, knives, automatic lifts, drills, files, etc.; also thread, silk, webbing, wax, sand paper, shaves, toe stretchers, shanks, buttons, buckles, bristles, button fasteners, button hooks, felt, buck and crocheted slippers, goring, laces, rosettes, uppers, pegs, paste, cement, cut soles, cork insoles, wool and leather insoles, lasts, nails, needles, oil, shoe brackets, serges, shoe holders, infants' shoes, soft sole shoes, French chalk, over gaiters, size sticks, etc., etc., and all orders for the trade are filled in the most prompt and trustworthy manner, while rock bottom prices are quoted, special inducements being offered to retail dealers, and every article sold here is fully warranted. The members of the firm are all men of long and varied experience, as well as of energy and enterprise, thoroughly conversant with the wants of the trade, and prior to acquiring an interest in this flourishing business had all been employed in the house for a number of years.



**WILLIAMS & RICKERSON,** Wholesale Shippers and Brokers in Hay, Straw, Oats, Feed, Etc., Nos. 52, 54 and 56 Harrison Street. —“Nothing succeeds without success,” and the firm of Williams & Rickerson, wholesale shippers and brokers in hay, straw, oats, feed, etc., won marked prosperity early in its career, forty years ago, and thus necessarily advertised itself as a house having within itself the elements of success—the ability to compete favorably with all rivals—and succeeding years have brought a consequent steady development that has culminated in the yielding to the famous old concern a position of unchallenged pre-eminence as the largest of its kind in New York, so far, at any rate, as the hay department is concerned. The house was founded in 1849 by I. B. Williams & Bro., who were succeeded in 1856 by J. L. Williams & Co., which was changed to Williams & Morrison in 1861, and to Williams & Rickerson in 1873, under which firm name the house has greatly extended its operations and solidified the confidence already gained by many years of honorable and liberal dealing. Mr. Charles L. Rickerson became sole owner eleven years ago, upon the decease of Mr. Williams, since which time he has, while rigidly preserving the honorable methods which contributed so much to its old time prestige, well maintained its reputation also for alertness, sound discretion, and punctuality in meeting all its engagements, as well its ability to procure supplies on a large scale and to provide such produce in any quantities required at close, inside market rates; an end achieved by the thorough and economic organization of all the affairs of the business. Hay, straw, etc., is received from all parts of the central eastern states, and sold and delivered upon the docks in car load lots or smaller quantities. For the convenient pursuit of a business of this kind on so extensive a scale very large premises are necessary, and those of this firm are of gigantic dimensions, consisting as they do of three buildings, each of five floors, and each 25 x 100 feet in superficial area. Here an enormous stock is at all times carried in a manner specially adapted to rapid handling; the premises being so arranged as to facilitate this in the highest degree, and the force of from thirty to forty employees engaged are well trained to the work expected of them; this old house being still regarded as one of the leading sources of supply in the city. Mr. Charles L. Rickerson, who is a middle aged gentleman of New York birth, prominent in the Chamber of Commerce and the Produce and Mercantile exchanges—of which he is a member—is widely known and highly respected in the city and vicinity, to which his trade extends.

**GATE CITY STONE FILTER CO.,** No. 46 Murray Street.—It has been proven beyond doubt that typhoid fever, cholera, diarrhea and other zymotic diseases are chiefly caused by drinking impure water. Filters can therefore be considered as always necessary. The filters manufactured by the Gate City Stone Filter Company are endorsed by Boards of Health, sanitary associations, physicians and scientists, as the best, simplest and most perfect filter made. It will remove all sorts of larvæ, spawn of worms or insects, and strange, loathsome animalcules, and renders all water pure. This company has its headquarters at No. 46 Murray Street, and is officered and managed as follows, to wit: A. de Riesthal, president; G. E. de Riesthal, secretary and treasurer; Alfred Dahl, general manager. The company was incorporated in July, 1885, under the laws of the state of New York, and enjoys an influential patronage from all parts of the country. They own extensive mines in Missouri, where the stone is quarried and cut into discs for filters, and where in the mines and factory they give steady employment to one hundred men. These stone filters are simple in construction, and the jars that hold the water are made of hard gray stoneware and genuine china. The filtering medium is a natural stone cut into discs and so arranged that all water passes through it into the lower jar perfectly pure. This filter is as easily cleansed as a pitcher or water pail. There are two jars, upper and lower. The upper jar holds the filter stone through which the water passes. The stone is firmly cemented into the bottom of the upper jar, and can be washed off as easily as the bottom of an ordinary water pail. The patent ice chamber which is attachable to each filter fills a want never before supplied. The ice does not mingle with the filtered water, yet it is cooled to the temperature of cold spring water. The filters and stands are warranted the most perfect on the market; the most economical in use, and more satisfactory in appearance and in all their details than any other. They have been given the highest awards at all expositions, and are offered to customers at exceedingly low prices, when their superiority is considered. The president of the company, Mr. A. de Riesthal, is at the head of the well-known firm of A. de Riesthal & Co., the best known importers of china and glassware in this city at No. 55 Murray Street. He was born in France in 1831; was at one time secretary of the extensive railway system purchased from the Austrian government by French capitalists. He established his business in this city in 1869. Mr. Alfred Dahl, the general manager, was born in Copenhagen, Denmark, is in the active prime of life, an expert and successful business man, and noted for his marked executive ability, sound judgment and progressive methods.

**BYRON L. STRASBURGER & CO.,** Importers of Watches, No. 31 Maiden Lane, Factory at Chaux-de-fonds, Switzerland.—The popularity of a house like this is a safe criterion as to its character, for favoritism is seldom shown in matters of business where a money consideration is involved. In 1890, Byron L. Strasburger & Co. sold over one hundred thousand watches in the regular line of trade, their extensive transactions extending from Maine to Oregon and are among the most enterprising and responsible dealers in the country. This firm not only import but make sure of their base of supplies by conducting a large factory in Switzerland, where they have a perfectly equipped plant and employ over three hundred expert workmen in the manufacture of none but the best and most reliable watches supplied to the trade. It is located at Chaux-de-fonds, Switzerland, and its workmen are selected from the finest in a country that has long been acknowledged superior to all others in the watches it produced. In New York, their store room and office at No. 31 Maiden Lane, evidences the prosperity, enterprise and success of the house. At its head is Mr. Strasburger, a young New Yorker of the highest business qualifications, popular, pushing, straightforward and reliable. Here is carried a stock worth \$200,000, the store room being a model in its arrangements and handsome in its glittering array of watches, for the safe keeping of which six large safes are provided. Here, and in the attractive office adjacent, eighteen assistants are employed and all the extensive affairs of the house looked after with the precision, punctuality and regard for patrons, that should prevail where such large interests are at stake. A specialty is made of Swiss watches and it is only just to the house to say that none better in quality or more reasonable in price, are placed upon the market. Mr. Strasburger is a popular business man, a worthy member of the F. and A. M. and a gentleman peculiarly adapted to the important position he occupies.

**SAMUEL LOUIS & SON,** Fine Woolens, Nos. 251 and 256 Canal Street.—To tailors and clothiers in all parts of the country the house of "Sam'l Louis & Son" is one that has been long and favorably known, and one, moreover, that is regarded as synonymous with woolens and woolen clothing of all reliable grades at rock bottom figures, the firm having very large and frequent consignments of woolen sent to it from the best sources of supply. They manufacture suits, pants, etc., on an extensive scale in a style which combines good workmanship, with correctness of cut and durable material, while its prices are notoriously such as will bear the closest comparison with those generally prevailing for similar grades of goods. This famous and flourishing house was established by the titular head, in the year 1870, and assumed its present firm name in 1883, upon the admission of the son, Mr. Charles H. Louis, to partnership. It has now eight traveling salesmen representing its interests in various parts of the country, and a business of a most commanding nature is influenced. At the present time premises are occupied at Nos. 251 and 256 Canal Street, whence they removed last spring from No. 258 Canal Street. Their business having increased to such an extent they were obliged to seek more commodious quarters. Their facilities now are complete and every convenience is enjoyed for the successful transaction of business upon the largest scale. The commodious premises are filled to repletion with a well selected and comprehensive stock, while seven experienced clerks and salesmen assist the principals in coping with the demands upon the resources of the establishment. Of the two respected partners Mr. Samuel Louis is a native of Germany, and his son, Mr. Charles H. Louis, of California.

**BERGNER & ENGEL BREWING COMPANY,** New York Depot, No. 73 Broad Street.—The brewery interest is ably represented at the metropolis by the Bergner & Engel Brewing Company, of Philadelphia, whose New York depot is at No. 73 Broad Street. This is the oldest brewery in the United States, having a productive capacity of 500,000 barrels per year, and are brewers and bottlers of their celebrated "Export" beer, as well as Tannhauser, Culmbacher, India Pale Ale, Extra, Double Extra and Triple Extra Ales, Porter and Brown Stout. They are represented in New York by Mr. Alfred Liebenstein, who has been their manager here for the past few years, and who occupies spacious and commodious premises, and is doing a flourishing business. The beer brewed by the Bergner & Engel Brewing Company has secured a wide and steadily increasing popularity with both dealers and consumers, and its purity, flavor and health-giving properties are everywhere recognized as unsurpassed. Only the choicest Saazer hops and West Canada barley malt are used, carefully selected by expert hands, and in the process of production the full strength and virtue of each element is extracted, and resolved into a union that has found unusual favor with connoisseurs and the general public. The greatest care is taken in every detail of the work, the best and latest methods are employed, and such principles are applied in the manufacture as long experience and scientific research have commended and approved. As a result, their export lager has attained world-wide fame, and was given the only grand prizes awarded at Paris in both 1878 and 1889; also two highest Centennial Exposition medals, and the highest award at Brussels, in 1888. Mr. Liebenstein sells two carloads of beer here daily in the season, and has perfect facilities for the receipt, storage and delivery of all goods. It has always been the policy of the management to furnish the best in quality, wholesomeness and general excellence, and the estimation in which the product is held at home and abroad gives conclusive proof that a responsive chord has been struck in the popular breast. Mr. Liebenstein, the manager, is a native of the United States, and a young man of large business experience, wide acquaintance and eminent popularity. In liberality, enterprise and keen appreciation of the public expectation and demand, this house may be fairly claimed to have earned the respect, support and confidence of the entire community.



**ALEX. FRIES & BROS.,** Chemical Works, Manufacturers of Essences, Ethers, Oils, Flavors, Extracts, Etc., No. 92 Reade Street.—An unbroken record of progress extending over a period of thirty-six years marks the history of the widely known and trustworthy firm whose name heads this sketch. They are manufacturers of ethers, oils, essences, flavors and extracts, and their products command an immense sale throughout the United States, owing to the uniformly high standard of excellence at which they are maintained. The preparations of the Messrs. Fries are compounds of exceptional merit, being noted for purity, strength and all other desirable features, and are in wide-spread and increasing demand in the trade. They are, in fact, conceded to be the most perfect, effective and altogether superior goods for the purposes intended to-day on the American market, and of the superiority thereof certainly no more unfailing criterion could be adduced than the fact that the highest honors were awarded to the chemical works of Alex. Fries & Bros., at the following international exhibitions: Paris, 1867; American Institute Fair, 1867; Vienna, 1873; Cincinnati, 1870, and Philadelphia, 1876. The works of the firm, which are located at Nos. 46, 48 and 50 E. Second Street, Cincinnati, O., had inception in 1855, and the New York house, which is at No. 92 Reade Street, was established the same year. The manufacturing plant covers half a block, and is a perfectly equipped concern, where some two hundred hands are employed. They manufacture a general line of high grade essences, flavors, extracts, ethers and oils; also flavoring compounds for cigars, tobaccos, etc., and make a specialty of bead oil and fine liquor flavors. The premises occupied as office and salesroom on Reade Street, this city, are spacious, commodious and well appointed, and an efficient staff is here employed, under the management of Mr. Charles Fries, one of the members of the firm, Messrs. Alex. and Gustave being the resident partners in Cincinnati. All orders for anything in the line above indicated are attended to in the most prompt and reliable manner, and the lowest possible prices are quoted, the most liberal inducements being offered to the trade. The Messrs. Fries are also interested in the Springer Torsion Balance Company, manufacturers of fine scales and balances for druggists, jewelers, etc., patented in America and Europe, with factory at Nos. 147 and 149 Eighth Street, Jersey City, N. J., and whose office is here at No. 92 Reade Street, in the same quarters occupied by the firm. This torsion balance has no knife edge, no friction, and consequently has nothing to wear out, and on account of its sensitiveness down weight can be given with less surplus of goods than is possible with any knife edge scale, while the prices are no higher than the scales already in the market.

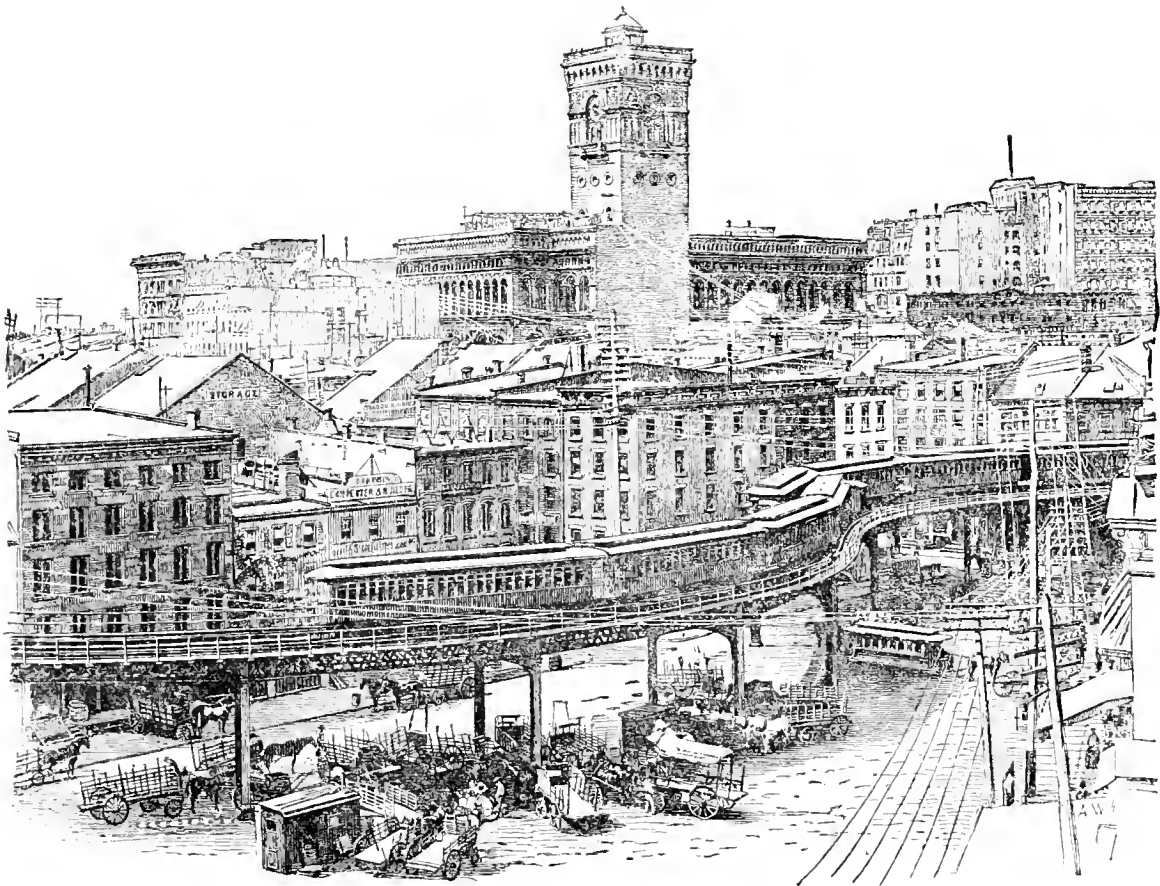
**T**HE EMPIRE SYRINGE COMPANY, William Platt, General Agent, No. 40 Cortlandt Street.—The Empire Syringe Company, whose office is located at No. 40 Cortlandt Street, fills a niche in the esteem and confidence of the medical fraternity and of the general public peculiarly its own. This company are deservedly prominent as manufacturers of the Improved Fountain Syringe and Water Bottles, and has built up a reputation and a trade thoroughly national in extent, and eminently creditable in character. The business was established here in 1878, and is under the management of Mr. William Platt, as general agent, who is thoroughly posted in all the details of manufacture and the requirements of the public in this direction, and is widely popular in meeting every demand made upon his resources. The Fountain Syringe and water bottles manufactured by this company are the perfection of utility and reliability, and commend their own merits at once to the confidence and patronage of critical and discriminating buyers. The water bottles are made solely for the sick room, and are unequaled for all medicinal purposes. The improved Fountain Syringe is universally recommended and endorsed by the medical profession and all who have used it, and is sold at a very low figure. A lady is in attendance at the office of the company to wait upon lady customers, and both ladies and gentlemen are employed as travelers in the interest of the company. All orders are given immediate and careful attention, and the wants of all classes of customers are ministered to with eminent success and satisfaction in every instance. The business is in a thoroughly healthy and flourishing condition, and the management will be found enterprising, painstaking and progressive in the highest degree. Mr. Platt is an experienced and successful business man, in business in this city for the past fifty years, and known and honored in mercantile and medical circles for his sound judgment and strict business probity.

**W**M. HYNDMAN, Mining Lawyer, No. 45 Broadway, Room No. 194.—The gentleman whose name stands at the head of the present sketch enjoys the distinction of being the sole and only representative of the legal profession in New York, making an exclusive specialty of mining law. He has been actively engaged in the particular line indicated for the past fifteen years, and has built up a splendid practice, his clientele, which is at once large and influential, extending all over the United States. Mr. Hyndman, who is a man of middle age and a native of Pennsylvania, has resided in this city and the west since 1871. He is a thoroughly competent lawyer, of long and successful experience, being a graduate of Harvard Law School, and is an expert in matters pertaining to mines and mining interests. He bears a highly creditable war record, too, and is a prominent member of Post 67, Pennsylvania, G. A. R., and also of the Loyal Legion, serving throughout the four years of the "late unpleasantness." He enlisted for active service when but eighteen years of age, and shared the fortunes of the Fourth Pennsylvania cavalry from 1861 to 1865, while he rose from the rank of corporal to that of major, holding the commission in the regiment mentioned for two years prior to the close of the struggle. Mr. Hyndman, who is a gentleman of the highest personal integrity as well as of legal skill and ability, has his office at No. 45 Broadway (Room No. 194), and has a branch office, likewise, at Ketchikan, Idaho, where he makes a professional visit every summer. He is prepared to engage in all classes of business comprehended under the general head of mining law, and gives expert opinions relative to claims, titles, etc., special attention being devoted to consultations, while United States mineral lands are obtained, claims carefully examined, and if deemed valid, will be prosecuted to a successful issue; titles to western mines and mining property are secured by law, and kindred interests generally are protected; and all business entrusted to Mr. Hyndman is certain to be handled in the most capable and trustworthy manner.

**H**UDSON RIVER STONE SUPPLY CO., Office, No. 175 Broadway.—The trade in broken stone for concrete sidewalks and general grading purposes is one of great magnitude and importance in the metropolis, and the leading representative of the industry is the Hudson River Stone Supply Co., whose main office is located at No. 175 Broadway, with works at Storm King and New Hamburg, N. Y. This company was organized in March, 1890, and is officered and managed as follows, viz.: Hon. James W. Husted, president; C. M. Wicker, vice-president; W. C. Andrews, treasurer; C. L. Horton, secretary; M. J. Dady, manager. The works are equipped with everything in the line of stone quarrying, crushing and transporting machinery, and also for prompt delivery of supplies by rail or by boat to any docks or navigable waters of the Hudson River, or in and around New York City. Unsurpassed facilities are possessed for guaranteeing the speedy and satisfactory fulfillment of the largest orders and contracts. The company is prepared to furnish everything in the line of broken stone, in any size or quantity desired, for railway ballast, streets, foundations, sidewalks or grading purposes; as they are owners of large quarries at the works, and employ an army of workmen at all times, that no delay may be experienced in meeting every demand of the trade. The lowest figures are given on all contracts. Broken stone is coming into general use, and the business is rapidly developing to proportions of gratifying importance on the basis of reliable supplies and efficient service. The reputation already acquired by the company for superior quality and reliability, entitles it to the confidence and esteem of the general public, and assures its future success and permanent prosperity. The president is known all over the country as Speaker Husted, having presided over the New York Assembly for a number of terms, and is at present a member from Westchester County. The vice-president, Mr. Wicker, is a well-known New Yorker, a railroad constructor, president of the Zanesville & Ohio and the Fort Worth railways, and manager of the railroad department of H. B. Hollins & Co. The treasurer, Mr. Andrews, is president of the New York Steam Co., and is prominent in New York business circles. The secretary, Mr. Horton, is a member of the firm of H. B. Hollins & Co. of this city, and an efficient and popular officer. The assistant secretary, Mr. F. E. Sonthard is, however, the active man in charge of the company's offices and a well-known resident of Peekskill. The manager, Mr. Dady, is a leading contractor and builder in Brooklyn, vice-president of the North & East Railway, and is promoting the interests of this new enterprise with energy, discrimination and decided success.

**T**HE GIBBONS SUPER-HEATING CO., Manufacturers of Newly Patented Appliances For Heating and Cooking with Gas, Nos. 140-142 Chambers Street.—In very few departments of manufacture have there been greater improvements during the past quarter of a century than in heaters, resulting in the greatest amount of comfort from the least consumption. A recently established and destined to become popular company in New York is The Gibbons Super-Heating Co., manufacturers of newly patented appliances for heating and cooking with gas, located at Nos. 140-142 Chambers Street. This company was founded and duly incorporated under the laws of New Jersey in 1889. The premises occupied comprise four floors and a basement at No. 140 Chambers Street, and the fourth floor of No. 142. Constant employment is furnished a large force of help, and their trade is rapidly increasing as this new and wonderful invention becomes known. This apparatus ensures rapid service in cooking, is economical, cleanly and convenient. By this method articles cooked are of superior flavor because all the juice of the meat is retained. Besides retaining the juice of the meats the renderings are also saved in a pure condition, which is not the case over coals; cheapness is likewise one of its principal recommendations. It is a perfect broiler in respect to construction, utilizing super-heated air and thus producing perfect combustion, as well as intensifying the heat. By its use steaks are broiled in three and one-half to five minutes, chops are broiled in the same length of time, chickens in from three to four minutes, and all other kinds of meat and game in proportion. It is now in use in many leading hotels and restaurants in the city, and is giving great satisfaction. Those who have the apparatus in use are most enthusiastic in commending it, and consider it the greatest invention of the kind yet patented. Mr. Chas. M. Brommeiser, the president of the company, is a native of New York City and is at the head of a large wholesale liquor house in the city. He is also a member of the Wholesale Liquor Dealers' Association. Mr. Jas. Gibbons, the superintendent, is a native of England, and has been a resident of this city about twenty years, and is the patentee of the company's appliances. He was formerly with The Goodwin Gas and Meter Co. for thirteen years. The company are preparing to manufacture more new appliances, hoping to meet with as great success in the future as they have achieved in the past.

**B**ROWN & SEWARD, Patents, Nos. 261 and 263 Broadway, Corner of Warren Street, Rooms Nos. 20, 21 and 22—The firm of Messrs. Brown & Seward, at Nos. 261 and 263 Broadway, corner of Warren Street, offer the best possible facilities to all desiring to procure strong and valid letters patent, or requiring any investigations in connection therewith. This is one of the oldest houses in the practice of patent law in the city, and with one exception has the most extensive business, and is known and honored throughout the country as one of the most eminent and successful. It was established in 1864, by Messrs. Brown, Coombs & Co., who were succeeded by Brown & Brown, Brown & Allen, Brown & Hall, and in 1890 by the present firm. Their practice relates to the preparation and prosecution of applications for letters patent, trade-marks, design patents, re-issues of defective patents, labels and copyrights, including the filing of specifications, drawings, caveats, assignments, and other necessary papers; the making of preliminary examinations as to the patentability of an invention, searches in the records of the office, and investigations as to the scope and validity of patents; opinions as to infringements, renewal of forfeited applications, and attending to cases in interference, upon appeal and before the courts; besides acting as experts in patent causes, procuring patents in foreign countries, and counseling at all stages on exclusive rights. Inventors can always obtain free advice from this firm in regard to the novelty of any device, and by putting the main points of their invention clearly before them can expect a prompt response, often by return mail. It is a noteworthy fact that, by constant attention to pending cases, a larger proportion of applications have been brought to a successful and speedy issue by this house than by almost any other agency doing a patent business. They have covered all sections of the country, and have secured many important and valuable patents in a prompt and efficient manner that gives entire satisfaction to their clients, and at the same time proves the superiority of their facilities, and their eminent fitness for the work. Special attention is given to the prosecution of applications for patents which have been rejected in the hands of other attorneys, and a fully equipped branch office is operated by this firm at No. 130 F Street, N. W. Washington, D. C., through which they are in constant personal communication, with the several examiners and patent office tribunals to expedite their work. Inventors and others interested should send to this firm for their pamphlet of hints on obtaining patents here and abroad, and their publication of "597 mechanical movements." The senior member of this firm, Mr. Henry T. Brown, is a native of England, who has resided in this country for some forty-five years. He is one of the oldest and best known patent solicitors in the United States, having been in continuous practice as an attorney and expert for over forty years. He was twelve years senior editor of the "American Artisan," and is the most experienced practitioner in patents in this section of the country. Mr. Edward C. Seward was born in Connecticut, and has had twenty years' practical experience as a mechanical engineer and expert. He graduated from Yale in 1869, taking a special course as a Mechanical Engineer, and engaged in the practice of his profession at Washington, D. C., in 1880, where he became noted as an expert in patent causes. He now combines his energy, vigor and skill with the ripe experience of Mr. Brown to form a firm of commanding influence and solid worth.



COUNTIES SLIP AND ELEVATED RAILROAD.

**G**EO. F. BLAKE MANUFACTURING CO., Nos. 95 and 97 Liberty Street, No. 111 Federal Street, Boston, No. 535 Arch Street, Philadelphia.—Great improvements have latterly been made in this country in the production of steam pumps for all kinds of service. Skill and science have been utilized to the utmost, and yet among the multitude of manufacturers it is well to pause and endeavor to weigh the comparative merits of the various styles and select upon a critical basis of merit. Some of the concerns engaged in this line, whose advertisements are shown broadest, have been unable to maintain the market their ambitions would fill. The reason is apparent when their machines break down, speedily need repairs or prove inadequate to the work demanded of them. There are some old established houses, however, that have achieved a solid reputation for the superiority of their pumps and fully live up to it. Such a house is that of the Geo. F. Blake Manufacturing Co., proprietors and builders of Blake's Improved Steam pumps and pumping engines, with works at East Cambridge, Mass., and salesrooms at New York, Boston and Philadelphia. Founded upon a substantial basis of skill, energy and integrity, this business has had a remarkable growth, and the company is one of the best illustrations of industrial progress in the state. The New York office was opened in 1873, and is eligibly located at Nos. 95 and 97 Liberty Street. Here is at all times displayed a large and complete stock of those superior specialties which have made the name of Blake famous the world over. Special attention is called to the many new and valuable improvements that have been introduced by this company, including their improved noiseless and adjustable valve motion, which together with new designs and patterns, the use of materials of the best quality, and the ingenious and simple arrangement of positive steam valves, etc., makes the Blake pump, without doubt, the best steam pump in the market. Having the largest and most complete works in the business, amply supplied with machinery especially designed for their use, this company are enabled to produce the finest class of work with greatest precision and dispatch. They have more steam pumps in use than any other manufacturer, and their experience in designing, building and adapting hydraulic machinery is second to none, in this or any foreign country. Their pumps have been adopted by the largest steam engine and steamship builders and are used by the Naval Departments of the United States, English and Russian Governments. They have also many pumping engines in operation in town and city water works, also in mines of the largest coal and iron companies, and on the extensive pipe lines of the oil regions of America and Russia. They claim the Blake Pump as the standard steam pump, having been fully recognized as such, as their extensive and increasing sales testify. It has been pronounced by mechanical experts and engineers to be the best steam pump for the following reasons, viz: It is simple in construction, positive under any pressure, operated by the common slide valve, durable and well arranged in all its parts, made from improved designs and new patterns, of the best materials and in the most workmanlike manner; arranged with large valve areas, free water passages and large ports; will start at any point of stroke and discharge the water of condensation; will not break down when suddenly started, as in the case of an alarm of fire; will run at speed, slower or faster, than any steam pump of same dimensions; will pump all kinds of liquids, hot or cold, thick or thin, clear or gritty, and varying in specific gravity from alcohol to white lead; it is economical in its operation, requiring less steam for a given amount of work than any other steam pump to be found in the market; is interchangeable in all its working parts, will work without shock or vibration, and can be operated with water or air pressure as well as steam, an important feature in case of being submerged or "drowned out," as is often the case in mines, etc. The output of this company includes steam pumps for every possible service, such as boiler feed pumps, marine air pumps, mining pumps, wrecking pumps, special fire pumps, tannery pumps, oil refining pumps, oil line pumps, brewers' pumps, low pressure pumps, air compressors, combined boiler and pump, gas works pumps, acid pumps, elevator pumps, blowing pumps, sugar house pumps, plantation pumps, locomotive pumps, drainage and irrigating pumps, duplex pumps, water works pumps, power pumps, sewage pumps, exhausters, bleaching pumps, quarry pumps, distillery pumps, deep well pumps, artesian well pumps, vacuum pumps, compound pumping engines, combined vacuum and water pumps, independent air pumps and condensers, tank or light service pumps, marine circulating pumps, air pumps for acids, combined air and circulating pumps, etc., etc. Every pump is thoroughly tested before shipment and fully warranted by this company. The best of material only is employed, and every part is fashioned and put together with the greatest accuracy and care. The prices are at bed rock, and, quality considered, are the cheapest quoted by any pump works in the land. Possessed of sterling enterprise, alert to meet the most exacting requirements of patrons, and manifesting a determination to maintain their products in the van of the market, this enterprising company are reaping their reward in a renewed season of prosperity, and are selling their pumps and pumping engines in all parts of the civilized world. Prospective buyers should write to this company for their valuable catalogue, as they can save money and obtain better service through this reliable and popular house than by dealing with any other in the country.

**N**AYLOR & FLACK, Hardware Manufacturers' Agents, Nos. 121 Chambers and 103 Reade Streets.—Although a comparatively young firm, Naylor & Flack, hardware manufacturers' agents, of Nos. 121 Chambers and 103 Reade Streets, have already attained a place in the fore front rank in their line. They have been established only since June 1, 1890, and have built up a wide-spread and substantial business connection, selling the trade throughout the United States, while their transactions through export merchants reach considerable proportions, likewise. The secret of Messrs. Naylor and Flack's prosperity is not far to seek, however. Representing a number of big manufacturers whose productions are goods of standard repute, prompt and thoroughly reliable in executing orders, and withal offering exceptionally liberal inducements to dealers, these gentlemen, who are both fully conversant with the wants of the trade, have been enabled to achieve the unequivocal success that has attended their well-directed efforts. They occupy as office and salesroom the whole of a 25 x 180 (second) floor, neatly appointed and well ordered, and employ an efficient staff of clerks and salesmen, with several representatives on the road besides, and give close attention themselves to every detail of the business. The firm represent the following manufacturers: Norwich Lock Manufacturing Company of Norwich, Conn.; Binghamton Wire Goods Company; the Bellaire Stamping Company; the Champion Safety Lock Company; the Diamond Tack and Nail Company; the Franklin Brass Company; the Massachusetts Screw Company; the Winchester Handle Manufacturing Company; farming tool handles, hoes, rakes, forks, shovels, spades, etc., the John M. Waddell Manufacturing Company, improved coffee mills and "Surprise" rat traps; the Ossawau Mills Company, braided wire picture cord, tinned and annealed flower wire, porcelain and brass head picture nails, etc.; also R. J. Baker & Co., "Excelsior" and "Artisan" flint paper; L. I. Hull, tea, watch, dial, and even balance scales, tool sets, etc.; W. Haskell King, mortise door bolts, iron and bronze metal sash supports and locks, bit, gauges, etc.; Newhall & Stebbins, lawn mowers; Sengenbaugh & Ives, Ives' patent parlor door hangers, and Starr Bros. Bell Company, gong and house bells, trip gongs, mechanical door bells. They carry on hand always a large and complete stock of everything in the lines indicated, also a full assortment of Japanned shelf brackets, rubber tipped door stops, brass sliding door rail, etc., brass and bronze articles, and a multifarious collection of everything comprehended in builders' fine hardware, and can fill the largest orders at short notice. The firm, who enjoy exceptional advantages, quote rock-bottom figures—manufacturers' prices—and will be pleased to furnish catalogues and price lists upon application, while communications by telephone (call No. "4889 Cortlandt") receive prompt response, and relations once established with this progressive and responsible house are reasonably certain to lead to an enduring business connection. Messrs. Charles H. Naylor and Charles L. Flack, the individual members of the firm, are gentlemen in the prime of life, and New Yorkers by acclimatization. They are men of energy and enterprise, and of thorough experience, well and favorably known in the trade, and are, in a word, well endowed with the qualities that bespeak success in the commercial world. The firm has a branch also in Baltimore, at No. 14 West German Street, where a very active business is done.



**B**ERGSTEIN & SON, Manufacturing Jewelers, and Importers of Diamonds, No. 20 John Street.—Thirty-six years of trading as manufacturing jewelers and importers, with an unbroken record for high quality of workmanship, unrivaled skill in technical details, and unexcelled integrity of purpose has secured to the firm of Messrs. Bergstein & Son a position of commanding prominence in its line of business, and a connection remarkable for its firm and constant attachment to the house. Geographically, the extent of that connection reaches from one end of the country to the other, while pecuniarily its extent is represented by the regular employment of thirty artisans in the firm's commodious and excellently equipped shops. In these shops, where all the best appliances known to the trade are provided, the expert workmen are engaged in the fashioning of a great variety of jewelry, but the kind of goods for which the establishment is most famed is that of small chased jewelry, ladies' chains, etc., articles in the former category, which are sent out by the house, being in many cases very highly esteemed for the newness and beauty of the designs, which are of its own creation. From this it will be inferred that the trade done is of the highest class, and such indeed is the fact, and the neat offices of Messrs. Bergstein & Son, at No. 20 John Street, upstairs, are the center from which emanates a very appreciable share of the finest jewelry worn by American ladies in all parts of the land. The partners are Mr. A. Bergstein, an elderly gentleman of German birth, who has lived in the United States for forty-four years, and to whom the foundation of this old and well-tried business is due; and Mr. F. W. Bergstein, his son, who was born in the United States, and upon whom now devolves much of the responsibility of the concern's undertakings, responsibility which patrons have discovered that he is prepared to accept and to discharge with credit to the house, and perfect satisfaction to themselves.

**R**USTIC MANUFACTURING & CONSTRUCTION COMPANY, No. 29 Fulton Street.—An historical review of the great mercantile and manufacturing interests of New York City would be incomplete without special mention of the Rustic Manufacturing & Construction Company whose spacious factory and salesroom are located at No. 29 Fulton Street, New York. This flourishing business was established by Mr. E. A. Pinkney in 1875 and was duly incorporated under the state laws of New York in 1883. The premises occupied comprise three floors, 25 x 50 feet in dimensions. The plant of machinery is complete and very valuable, embracing all the late and improved labor-saving devices and appliances. A large force of help is employed and the range of manufacture embraces house, lawn and veranda furniture, florists' baskets and rustic work of every description, special attention being given to the construction of summer houses, bridges, fences, arbors, gateways, etc. A large trade has been established which extends all over the United States, and a large export trade has also been established which is constantly increasing. Goods are made here to order and the house is a leader in all that is artistic, beautiful and useful in its special field. The amount of business done by the company is about \$20,000 per year. The rustic work of this company is very attractive and is well made. The chairs and settees are very ornamental and convenient for lawn tennis grounds, lawns and cemeteries and are durable and varnished with outside varnish. Parties at a distance can order goods by description or by number only and have the work sent by express C. O. D., or the work can be securely packed and sent as freight. Catalogues furnished on application. Mr. Pinkney, the president of the company, is a native of New York, an enterprising, energetic business man, and is highly respected for his ability and honorable business methods.

**R**OTHBARTH & SONS, American and Bavarian Hop Merchants, No. 35 Pearl Street.—In detailing all the industrial and commercial resources of New York, we find that a most important field of enterprise is occupied by the importers, exporters and general wholesale dealers in hops. The trade have their own exchange here, and their aggregate operations form an important factor in the general advancements of the country's growth and prosperity. New York is the head center of the trade in the United States, and many important foreign houses in the industry are represented. One of the foremost of these is that of Messrs. Rothbarth & Sons, whose headquarters are at Frankfort-on-the-Main, Germany, whose English branch is at No. 3 Hop Exchange, London, S. E., and their New York house at No. 35 Pearl Street. This house is one of the oldest in Germany in the hop trade, having been founded in 1825, and its reputation is world wide. The branch in this city was established in 1882, and has been conducted under the management of Mr. Hugh F. Fox for the past three years. Mr. Fox has been employed with Rothbarth & Sons in New York since 1882, and he is thoroughly posted in all the requirements of the trade. He came to New York in 1882, from his native place, London, Eng., and, while one of the youngest, is also one of the most prominent hop men. He is secretary of the Hop Exchange, also Chairman of the Committee on Statistics, and the campaign on behalf of hop importers against the duty on hops, was conducted by him, and with satisfactory results. The premises occupied here for the purposes of the business comprise three 30 x 100 feet floors, excellently appointed, and a large stock is at all times carried of American and Bavarian hops, from which orders are filled at shortest notice. Some four thousand bales of hops are handled annually here, while in Europe the firm dispose of a still larger quantity. Only superior quality goods are handled, and the resources of the house enable it to meet all the demands of the trade upon the most acceptable terms.

**K**NIFFIN & TOOKER, Importers of Hotel China and Glassware, No. 48 Murray Street.—Most of the productions in china and cut glass in recent years have been distinctly artistic. And these remarks apply equally as to beauty of design and general character of workmanship, the decorations and engravings on modern high grade hotel ware being a veritable triumph of art. The display in a leading New York establishment, devoted to the sale of the class of goods indicated is something unequalled, and right here, attention is naturally directed to the spacious and attractive establishment of Kniffin & Tooker, No. 48 Murray Street, where is shown an exceedingly fine assortment of everything in the line above mentioned, including a number of new and exclusive novelties in hotel sundries. The firm, which is in all respects a representative one, are importers of hotel china and glassware; also dealers in American ware, and maintain a reputation for quality of goods and equitable dealing, second to none in their line in this city. They receive direct from the foremost pottery and glass centers of England, France, Belgium, Austria and other European countries, handling only first-class productions, and the trade of the house, which is of a most substantial character, extends all over the United States. This enterprising firm was established in 1882, and its career during the nine years since intervening has been an unbroken record of progress. They occupy as office and large salesroom a ground floor, with ample storage facilities elsewhere, and the premises are neatly fitted up and tastefully arranged, everything about the place bespeaking order and admirable management. A dozen or more clerks, salesmen and porters are employed in the establishment, and all orders are carefully and promptly packed and shipped, the proprietors giving close personal attention to every detail of the business. The stock, which is at once very large and complete, embraces exquisite imported china tea and dinner sets, elegant separate china pieces, including handsomely decorated pitchers, cream ewers, dishes, etc., delicate porcelains, vases and kindred art pottery; also richly and artistically carved and engraved hotel and cafe glassware of every description, and hotel sundries in quite a variety, while designs of decorations and engravings are furnished likewise, on application. Every article sold by this responsible firm is fully warranted, and their prices are invariably rock bottom figures, the terms quoted to hotels, clubs, railway companies, etc., being unusually favorable, and customers of this progressive concern can feel assured of always getting liberal and honorable treatment. Messrs. T. B. Kniffin and G. W. Tooker, the proprietors, are both gentlemen of middle age, and New Yorkers by birth. They are men of ample experience, of energy and enterprise, thoroughly conversant with the wants of the trade, and maintain an enviable standing in mercantile life.



**ILLINOIS WATCH COMPANY**, Eastern Office, Corbin Building, Broadway and John Streets.—Of the large and notoriously eminent industrial and trading concerns, in various parts of the country, which conduct a considerable part of their business through offices in this city, there are few so well worthy of favorable and commendatory notice in these columns as the Illinois Watch Company, whose factory at Springfield, Ill., is famed for the production of watches which are sent to all parts of America and exported to all parts of the civilized world. The company which was founded in 1870, and is incorporated under the state laws of Illinois, has its general office at Springfield, with branches at Chicago and San Francisco and its eastern office at Corbin Building, Broadway and John Street, in this city. Here is carried in all its various grades and sizes, a full stock of the company's product, whose watches are notable alike for their excellent finish and entire reliability, besides being well known as accurate time-keepers, as proved by the million watches now in use; the product of five hundred watch movements per day being barely sufficient to meet the increasing demand. Controlling the entire eastern territory, the office in this city influences a large annual volume of trade, and its employees are kept busily engaged in the clerical and other duties involved. The able executive officers of this sound old concern are Mr. Jacob Bunn, Sen., president; Mr. Jacob Bunn, Jr., vice-president; and Mr. George A. Bates, secretary; all well-known western gentlemen.



**VOGT & DOSE**, Importers of French China, No. 43 Barclay Street.—Of the houses devoting their energies to the handling of china ware, and especially of those confining their trading to choice French china, the firm of Vogt & Dose, No. 43 Barclay Street, occupies a prominent position, as one which has made and is worthily sustaining a reputation for fine goods and honorable dealing. The firm has the great advantage of being sole agents in the United States for the house of Tressemanes & Vogt, at Limoges, France, whose prestige for china of unique design, chasteness of coloring, and exquisiteness and delicacy of finish has reached to all parts of Europe and this country. In the importing of this ware, the most skilled judgment is displayed in choosing the nicest goods, and ascertaining and catering for the requirements of the American public. The premises at Barclay Street are most spacious, four floors, 25 x 80 feet, being occupied, where an exceedingly fine assortment of the latest novelties are exhibited. The firm devotes its entire attention to a large wholesale and import trade with the leading houses of the United States. The Limoges house has unusual facilities for business with the United States through its long experience in this trade, the house there having been in the hands of the Vogt family for the last forty years. The business of Tressemanes & Vogt has grown so rapidly during the last few years that they were obliged to abandon their old quarters, which had become too small. They have purchased five thousand square meters of land, and are erecting a new factory which they will occupy the first of July, 1891. Mr. Charles Vogt, of the New York firm, died in 1886, since which time Mr. Dose has assumed entire charge of the business. He is a very hard worker, and has the pleasure of seeing his efforts crowned with the greatest success. The firm has devoted special attention to importing French china in endless variety for the amateur decorator, which, during the last few years, has almost come to be a business by itself. In this branch, the firm ranks among the highest in the country.

**THE WAGNER BRUSH MANUFACTURING CO.**, Special Artists' Varnishers' and Coach Painters' Brushes, No. 28 College Place.—The brush manufacturing business of Mr. Ph. Wagner was inaugurated as long ago as the year 1851, and the persistent and unvarying determination of the principal to supply unrivaled quality in the description of goods required by artists, varnishers, coach painters, and the upper reaches of the painting trade generally, made the firm's trade mark to be regarded as synonymous with the best of brushes. It did more than this, since the prestige of this old, well-founded, and responsible house, finds expression in all parts of the United States in the practical form of large and frequent orders. So large, indeed, had the business grown, that in April, 1890, it was found desirable to incorporate it as a company. Of this, the old-time proprietor, who is a gentleman as well known for his pronounced business capacity as for his intimate knowledge of the technicalities of the brush trade, is the president, the treasurer being Mr. Moritz Krickl. The present trading title of the enterprise is "The Wagner Brush Manufacturing Company," and the retention of the old proprietor's name, together with the preservation of all the worthy features which distinguished the character of its manufactures, and the nature of its conduct in the past, secures to the company a still expanding business. To facilitate this it has excellently equipped premises at No. 28 College Place, consisting of two floors each 25 x 50 feet in size, where ten expert brush makers are employed on the best grades of brushes to be found in the market. In order to ensure that these shall always be such as to do credit to the house, the worthy principal himself gives personal attention both to the manufacturing and business departments, a matter in which he is ably seconded by his fellow executive officer. The salesman who represents the house upon the road covers the whole of the United States so far as the chief centers of commerce are concerned. Both Mr. Wagner and Mr. Krickl are natives of Germany, and have resided in the United States forty and thirty years respectively. Both are prominent citizens of New York, where they have resided since reaching America, and Mr. Krickl was formerly the senior member of the brass manufacturing firm of Krickl, Gould & Co.; he also served honorably as an officer in the late war, and is a member of the G. A. R.

**GEORGE W. TRAVERS**, Manufacturer of Parasols for Baby and Doll Carriages, Domestic Toys, Rattan and Reed Chairs, Nos. 144, 146 and 158 Chambers Street.—The toy trade has developed to large proportions, stimulated by an active demand all over the world for fresh triumphs of American ingenuity and skill, as well as by the superiority, novelty and perfection of mechanism of recently manufactured toys. Much of the credit for the prosperous condition of the toy interest in this country is due to the representative house of Geo. W. Travers, located at Nos. 144, 146 and 158 Chambers Street, in this city. This gentleman enjoys a reputation and a trade thoroughly national in extent and eminently creditable in character, as the patentee of Travers' parasol, and as an extensive manufacturer of and dealer in parasols for baby and doll carriages, rattan and reed chairs, and domestic toys of every description. He has been identified with the toy interest for some twenty years, establishing his present business here in 1880, and his pronounced success therein is mainly attributable to the fact that he is thoroughly educated to the business, and has made it a close practical study, developing its every feature with a keen appreciation of public expectation and demand, ever exhibiting a fertility of design and a true conception of what will take with the masses, and manufactures accordingly. His business premises are very spacious and convenient, comprising an entire four-story and basement building at No. 146, another floor at No. 144, and part of the building at No. 158 Chambers Street. Mr. Travers is ever on the alert for novelties in this line, purchasing and handling designs and patents of meritorious toys, and supplying the trade in quantities to suit at the shortest possible notice. Travers' "patent" parasol is a unique and beautiful toy, the delight of children and in great demand by the trade and public wherever once introduced. A force of nearly one hundred expert workmen contribute to the successful operations of the house, and a corps of talented salesmen represent its interests upon the road. Those requiring really superior mechanical toys cannot do better than to give their orders to this establishment, where they are bound to secure advantages difficult of duplication elsewhere. Mr. Travers is a New Yorker by birth, still in the early prime of life, and widely recognized as a genius in the world of invention, whose sound judgment is invariably endorsed by a critical and discriminating public.

**CLARENCE H. SANDFORD, Chocolates and Bon-bons, No. 89 Hudson Street**—Up to within a comparatively recent period much of the confectionery produced in the United States was of an inferior character and notoriously impure. Of late years, however, thanks to the distinct demand of a discriminating public, notable improvement has been effected in American candies; and to-day the products of our leading manufacturers compare favorably with the most toothsome edibles of this kind made in the old world. And while on this subject, it is a pleasure to speak in complimentary terms of the high-grade chocolate and bon-bon novelties manufactured by McDonald, Perkins & Co., Boston, whose New York Agent, Clarence H. Sandford, is located at No. 89 Hudson Street near Franklin, which are goods of exceptional excellence, being maintained at a uniformly high standard. The products of the firm indicated are noted for their absolute purity, delicious flavor and choice quality, and command an immense sale, being in wide and growing demand throughout the United States. These goods are conceded to be the ne plus ultra of fine confections, and of their superiority certainly no more unflinching criterion could be adduced than the recognition their merit receives everywhere. The factory in Boston, in which a large force of hands are regularly employed, has been in operation several years, and the New York branch, which has proved a positive and permanent success from the inception of the venture here, was established about a year ago. The premises occupied as office, salesroom, etc., in this city are commodious, tastefully fitted up and well appointed in every respect. Mr. Sandford's business connection extends all over the middle states having already established an extensive trade. He makes a specialty of putting up choicest grades of different varieties of confections, in handsome Silver Boxes,—the neatest and most inviting novelty of the kind on the market,—and sells the same extensively to first-class druggists, leading retail confectioners and select trade. A very large and A No. 1 assortment is constantly kept in stock, both in bulk and in packages, and comprises "High Grade" and wholesome chocolates, bon-bons, caramels, marshmallows, fine candies of every variety and everything comprehended in high grade confections. The prices quoted are low, quality of goods considered, exceptionally liberal inducements being offered to the trade, while all orders are filled in the most prompt and trustworthy manner. Mr. Sandford, who is a gentleman in the prime of life and a New Yorker by birth, is a man of thorough experience, of energy and enterprise, and is in short, well endowed with the elements that bespeak success in the commercial world.



**CRESYL-JEYES SANITARY COMPOUNDS CO., No. 15 Cortlandt Street.**—Modern civilization in its present high type has been rendered possible only by parallel progress made in the vitally important science of municipal and house sanitation. The expensive systems of public works devised to insure the health and comfort of the residents of cities and towns, while indispensable and most commendable in their operations and purposes, have never yet succeeded in preventing the new and appalling danger that has arisen from their existence and methods of construction. An underground sewer system, miles in extent with an almost imperceptible flow, and insufficient drainage to flush away the accumulation of fecal and other impurities, must ever continue a standing menace to the health and life of humanity. The deadly sewer gas will of necessity form in these pent up channels, and will inevitably seek an outlet through the uppermost openings, which are in the dwellings and offices of the people. Every device of the modern plumber's art has been resorted to in vain to effectively prevent the introduction of sewer gas into the air we breathe, but with very unsatisfactory results, and the heavy death rate from zymotic and other diseases produced by sewer gas have been lamentably heavy. The attention of scientists and inventors have been naturally turned in this direction, and at last practical results of the greatest importance and value to humanity have been the outcome, their utility and economical application rendering the discovery one of the most memorable on record. This discovery is known as the Cresyl-Jeyes "Perfect Purifier," the best, safest and cheapest disinfectant and germicide in the universe, manufactured by the Cresyl-Jeyes Sanitary Compounds Company, whose headquarters for the United States are located at No. 15 Cortlandt Street in this city. Mr. H. G. Wynne, the manager of the business, visited France during the past year to investigate this discovery, which had been made in that country, and purchased the right to introduce the goods into the United States, establishing the business here in April, 1890. He has since been rapidly and permanently extending his operations, conferring in so doing a boon upon humanity worthy of the highest commendation. The "Perfect Purifier" is a fluid (concentrated) powder and soap, non-poisonous, and non-corrosive and entirely supersedes carbolic acid. It is the most powerful disinfectant and lasting purifier and deodorizer known to modern sanitary science. Dr. Koch, the world-renowned scientist, pronounces it far superior to carbolic acid or any other disinfectant. It prevents contagion by annihilating its cause, germs, and has been proved by scientists to be powerfully germicide even diluted to the extent of one in a thousand. It is an unflinching destroyer of insects and vermin, but absolutely harmless to the higher animals and birds; instantly removes bad smells, prevents contraction of contagious diseases, and is invaluable as a curative and cleansing wash for cattle, horses and dogs, and a certain cure for foot and mouth disease, rot, mange, scab, etc. In a late trial in Louisiana it was found that the bug in the orange trees was entirely eradicated. It is used in the National Veterinary Schools of France, the Zoological Gardens and Acclimatization Society of Paris, the Prefecture of the Seine, the Municipal Slaughter Houses, and numerous transport, railroad, tram car and steamboat companies, hospitals, barracks, etc., in France; also by the government of India, in the leading government establishments in England, the Corporation of London, the leading steamship companies, all the large railroad companies and innumerable private establishments and dwellings all over the world. It has been proved unequalled for purifying streets, cattle cars and pens, holds and bilges of vessels, etc.; and is the best antiseptic and curative preparation for diphtheria, skin diseases, fevers and wounds. The liquid is put up in casks, tins and bottles; the powder in bags and perforated tins; the soap in cakes and bars. An extensive and rapidly increasing trade has been built up by the company in this city, at both wholesale and retail; a corps of expert salesmen represent the interests of the company upon the road, and orders are filled with promptness and scrupulous care in all cases. Mr. Wynne, the founder and moving spirit of this enterprise in this country, is a civil engineer by profession, and a gentleman of large business experience, thorough reliability and sterling personal worth, who is to be congratulated upon his wisdom and foresight in establishing this enterprise, as well as upon the decided success which has attended his intelligent and well directed efforts.

**A**MERICAN BELGIAN LAMP COMPANY, A. De Braekeleer and Jules Dawans, Managers, No. 31 Barclay Street.—Few household articles, either useful or ornamental, attract more attention in these days than the lamp. And it would be difficult to mention any in which the march of progress has wrought such a complete revolution of late years. What with invention, improvements and sustained effort, the high degree of excellence and elegance to which this indispensable article has been developed is truly marvelous, the productions of some of our leading manufacturers being virtually a triumph of artistic skill. And in this connection, special mention should here be made of the superb productions of the American Belgian Lamp Company, importers and manufacturers of the celebrated Belgian lamp, No. 31 Barclay Street, Messrs. A. De Braekeleer and Jules Dawans, managers, to whom was awarded the gold medal at the Paris Exposition, held in 1889, and which, for beauty of design, artistic workmanship, or any other feature of merit, are surpassed by none to-day on the market. The "Belgian" is universally conceded to be the ne plus ultra of lamps, and of its superiority there certainly could be adduced no more unfailing criterion than the enduring hold the same has secured on popular favor throughout America and Europe, the demand giving evidence of constant increase. The business was established in this city some two years ago, the company being duly incorporated under the laws of the state in February, 1889, and the signal success which has attended the enterprise from the start abundantly attests the wisdom that inspired the venture, as well as the unequivocal excellence of the goods. The concern have agents all over the United States, and have an extensive wholesale trade, with a flourishing retail patronage, in addition. They occupy spacious and commodious premises at No. 31 Barclay Street, with neatly appointed and attractive salesrooms, and eight clerks and salesmen are employed in the establishment, while three representatives are kept on the road. A large and magnificent assortment is constantly carried in stock here, comprising the justly famed Belgian lamps, in exquisite designs and beautiful workmanship, in every size, shape, style and variety. Every article offered for sale is fully warranted, both as to make and material, while the prices charged are exceedingly low, everything considered, exceptionally liberal terms being quoted to the trade, and all orders are carefully and promptly attended to. Unless all signs fail, the success that has attended the efforts of this company, in pushing the sale of the Belgian lamp during the past two years, is bound to endure and increase.

**H**ENRY H. GODDARD, Successor to Burgess & Goddard, Importer of Earthenware and China, No. 25 Murray Street.—Forty odd years of interrupted prosperity sums up in brief the history of the widely and favorably known house of Henry H. Goddard, successor to Burgess & Goddard, importers of earthenware and china, No. 25 Murray Street. It is one of the very oldest, as it is also one of the leading and most reliable concerns in the line of commercial activity indicated, and during the entire period above mentioned has been a distinct factor in the trade. The business transacted, too, is fully commensurate with its name and standing, branches being maintained in Boston, Philadelphia and Baltimore, and altogether, the total annual sales reach a handsome figure. No house of the kind in America sustains a higher reputation for reliable and excellent goods and liberal and honorable dealing, and relations once established therewith almost invariably lead to an enduring business connection. A specialty is made of high grade English earthenware and china; Mr. Goddard, who is a direct importer, handling the productions of the foremost potteries of Staffordshire, and has goods manufactured in England by contract himself also. Every article sold by this time-tried and deservedly popular house is fully warranted while bottom-prices are quoted to dealers, special inducements being offered to the trade; and all orders, small or large, are filled, packed and shipped in the most careful, expeditious and trustworthy manner. The quarters occupied as office and salesroom on Murray Street are compact, ample and well ordered, and an efficient staff of clerks, salesmen and porters are employed. A full and fine sample stock is constantly kept on hand here, and the assortment, which is at once complete, rich, beautiful and attractive, embraces everything comprehended in earthenware and china, including some exclusive novelties in tea sets, art pottery and kindred productions in unique designs and exquisite workmanship. This flourishing business was established in 1848 by Burgess & Goddard (who for many years controlled large potteries in England) and under the firm name noted it was conducted up to 1884, when the last named member was removed by death, and in 1890, Mr. Burgess retired. At this period Messrs. Henry H. and T. A. Goddard, sons of the founder of that name assumed entire control of the business. Mr. Henry H. Goddard, who is the sole proprietor of the New York house, is a gentleman in the prime of life and a native of England, but a resident of this city many years. Is a man of energy and excellent business ability, thoroughly conversant with the wants of the trade, and is deservedly esteemed both in commercial circles and in private life.

**M**EYER & LANGE, Importers and Jobbers of Fancy Groceries, No. 344 Greenwich Street.—The wholesale trade in the multifarious food products comprehended under the general head of "fancy groceries" constitutes, as it is scarcely necessary to observe, an extensive and highly important branch of commercial activity here in the metropolis. The quantities of imported sauces, pickles, preserves, condiments, dried fruits and table delicacies disposed of in this city annually are something enormous, representing many millions of dollars, and the volume of business grows apace. Engaged in the line indicated, New York has a number of solid and substantial firms, prominent among the others being that of Meyer & Lange, No. 344 Greenwich Street. They are direct importers and jobbers of select fancy groceries, and also spice manufacturers, with mills at No. 323 Washington Street, and are sole agents in the United States for Wilhelm Labb, Mayence, Germany; G. C. Hahn & Co., Luebeck, Germany; Heinrich A. Meyer, Luebeck, Germany; S. Schmidt, Hamburg, Germany; Wurzen Biscuitfabrik, Wurzen, Germany; Heinrich Schmidt, Frankfurt, Germany; C. Trampler, Lahr, Baden; Fischer & Schmitt, Woechst, A. M.; E. Ritti Fills, Aine, Strasburg, Germany; S. Moral, Posen, Germany; Antoine Langier, Salon, France; Veuve Savarin, Bordeaux, Paris and Lyons, France; Au Roides Gourmets, Paris, France; De Zeeuw & Van Raalt, Vlaaringen, Holland; Kirken & Co., Belfast, Ireland; H. F. A. Pinckney & Co., London, England; while they handle McMonagle & Rogers Premium Fruit flavors, and a great variety of fruit desserts and alimentary products. The house is, in fact, the largest and leading concern of the kind in this city, and its trade, which extends throughout the entire country, is fully commensurate with the name and standing of the firm. They are represented by brokers in all the principal cities, and transact an exceedingly large business. The premises occupied on Greenwich Street comprise five spacious floors and basement, with three commodious floors besides on Washington Street, and every department of the establishment is complete and well ordered, while twenty or more of staff are employed here, in addition to some half a dozen representatives on the road. A vast, varied and exceptionally fine assortment is constantly kept on hand, the stock, which is of a most comprehensive character, including select olives and olive oils in glass and bulk; capres, imported consomme, patees and puree de foies gras in terrines and tins, and kindred luxuries of every description, imported pickles, preserves, jellies, jams, foreign prepared meats and fish, sardines, anchovies, Holland herrings, smoked bloaters, etc., French and German vegetables in glass, dried fruits of all kinds, cheese, nuts, crystallized figs, sauces, canned soups and condiments generally, fruit flavors, coloring compounds, extracts, etc., macaroni, manioc, syrups, chocolates, and fine confectionery of all kinds, ginger ale, vinegar, cider, pickles, seeds, fancy soaps, candles, saleratus, bicarb. soda, cream tartar, bluing, shoe blacking, Russian Caravan tea and a multifarious collection of grocers' specialties, and all orders are filled in the most prompt and trustworthy manner. Only strictly first-class goods are handled, every article sold by this responsible house being fully warranted, while the prices quoted are maintained at the very lowest consistent figures, the most liberal inducements being offered to the trade; and relations once established with the firm are reasonably certain to lead to a permanent business connection. Messrs. Meyer & Lange, who are gentlemen in the full prime of life, are both men of thorough experience in this line, as well as of energy and enterprise, with a close knowledge of the wants of the trade, and, prior to embarking in business on their own account in 1884, had both represented wholesale fancy grocery houses on the road for a number of years.

**TIRRILL'S EQUALIZING GAS MACHINES.** For Illuminating Dwellings, Churches, Factories and Public Buildings, No. 39 Dey Street.—There are numerous manufacturing establishments represented in the metropolis that maintain an active trade and do a large annual business in their respective lines of trade, but it is only here and there that we find a great representative concern, alert to avail itself of every method and every invention which can in any way tend to improve quality or extend the field of usefulness for its products. The growth and development of such concerns cannot be gauged by the general run of trade. They are on a different plan, and fill a sphere of usefulness of the widest extent with the largest consumers of their specialties for permanent customers. An apt illustration of this is afforded by the house of Mr. O. Tirrill who is deservedly prominent as manufacturer of Tirrill's Equalizing Gas Machines for illuminating dwellings, churches, factories and public buildings, and whose office and salesrooms are conveniently located at No. 39 Dey Street, between Church and Greenwich Streets. This gentleman established his business here in 1865, and has gained a reputation and a trade in his field of labor, thoroughly national in extent and eminently creditable in character. In this progressive, pushing age, when the friction of competition rules more closely than ever, it is only those who have full confidence in their resources who can possibly come to the front. Unquestionably the foundation of the success achieved by Mr. Tirrill lies in the complete knowledge which he possesses in regard to all details and processes of his business. He is thoroughly expert and practical therein, having given the subject many years of close study, and has mastered it thoroughly. His equalizing gas machine is a great success, as it is a great economizer, causing a material saving in cost of gas, and of perfect utility in both private and public buildings. It is warranted thoroughly reliable, winter and summer, and commends its own unequalled merits to all who have used it. A corps of talented salesmen represent the interests of the house upon the road, and orders are invariably filled with promptness and dispatch. Mr. Tirrill has resided in this city for the past forty years, and is honored and esteemed for his inventive genius, marked ability and sterling personal worth.

**L. STRAUS & SONS, Importers of China, Pottery and Glassware from all Countries, Clocks, Bronzes and Artistic Metal Goods, P. O. Box 1000, Nos. 42, 44, 46 and 48 Warren Street.**—To say that the china, pottery and glassware interest constitutes a factor of surpassing importance in the sum of commercial activity in New York at the present day hardly conveys an idea of its vast magnitude. From comparatively limited extent, the trade has grown to immense proportions in this city within a quarter of a century and the volume of business transacted in the aggregate, affords evidence of steady and substantial increase. Distinctly notable among the representative firms contributing to the general activity in the line indicated, is that of L. Straus & Sons, whose spacious and attractive establishment is located at Nos. 42, 44, 46 and 48 Warren Street, with cut glass factory on Jay Street, and who maintain branches also at No. 16 Rue d'Enghen, Paris, France; Limoges, France; Rudolstadt, Thuringia; Steinschönau, Bohemia and Carlsbad, Bohemia. They are importers of china, pottery and glassware from all countries, also manufacturers of rich cut glass, bisque and art ware, and wholesale dealers in clocks, bronzes and artistic metal goods, and altogether, their trade is something enormous, extending throughout the entire American Continent, while they export, to a very considerable extent, besides. This is, in all respects, the leading, largest and best equipped house of the kind in the United States—the foremost in the world, in all probability—and for the past twenty-five years has been a distinct factor in the growth and development of the trade in this country. Its history during the period mentioned has been an unbroken record of progress, and the signal success that has attended the enterprise from its inception attests in no uncertain manner the energy and ability and the well-sustained, intelligent efforts displayed in the management of the business. Beside their capacious factory here on Jay Street where they turn out magnificent productions in cut glass, and where they employ eighty-five hands, the firm have extensive works also at Rudolstadt, Thuringia; for the manufacture of bisque and kindred art wares, which is the largest plant of the kind in existence, giving employment there to upward of three hundred in help. The premises occupied as offices, sales department and warerooms comprise the whole of four five-story buildings with a total floor space of 70,000 square feet, and are well appointed and tastefully arranged throughout, while a veritable little army of clerks, salesmen, porters, packers, etc., are here employed with a number of representatives on the road, in addition, the entire staff connected with the concern being about one hundred and thirty-five, exclusive of the force engaged in manufacturing. The establishment is equipped with elevators, electric lights and the most complete and perfect facilities, and the various departments are replete with the finest productions of the noted pottery and glass centers of Europe and America, including many exclusive and elegant novelties in the lines above indicated, everything about this truly superb emporium bespeaking order and admirable management. A mammoth and magnificent assortment is always carried, the display being at once rich, beautiful, attractive and bewildering, and the stock, which is of a most complete and comprehensive character, includes exquisite china tea and dinner sets, dishes, pitchers and a multifarious collection of handsome china articles, delicate porcelain vases and other ornaments in unique designs and ingenious workmanship; rich and rare productions in Sevres and Dresden ware, majolica articles, Limoges ware and splendid art wares in endless variety; also superb colored and decorated glassware, cut and blown glassware of every description, lamps, shades, globes and fixtures, art statuary, groups and figures, clocks, bronzes, artistic brasses and kindred metal goods in great variety. This widely known and notable house was established in 1866 by L. Straus & Son, and under the firm name mentioned it was conducted up to 1870, when the style changed to L. Straus & Sons. The business was originally located at No. 105 Chambers Street, and about twenty years ago was moved to No. 44 Warren Street, the building at No. 42 being taken soon after, while the other buildings were added in 1886. The firm is composed of Messrs. Lazarus Straus (the senior member), his sons Isidor, Nathan and Oscar S. Straus, and (his son-in-law) Lazarus Kohns, all men of energy and unmistakable business ability, and thoroughly conversant with the trade.

**SALEM WIRE NAIL CO., George H. Ison, Sales Agent, No. 261 Broadway.**—There are numerous manufacturing establishments represented in New York that maintain an active trade and do a large annual business in their respective line of goods, but it is only here and there that we find a great representative concern, alert to avail itself of every method and every invention which can in any way tend to improve the quality or extend the field of usefulness for their goods. The growth and development of such concerns cannot be gauged by the general run of trade. They are on a different plan, and fill a sphere of usefulness of the widest extent, with the largest consumers of their specialties for permanent customers. An apt illustration in point is the Salem Wire Nail Co., whose eastern office is located at No. 261 Broadway. The factories of this company are located at Salem and Findlay, Ohio, and are the largest of the kind in the world, having a productive capacity of 2000 kegs per day, operating 145 nail machines, and furnishing steady employment to 575 hands. The company was incorporated in 1886, under the laws of the state of Ohio, with a capital stock of \$100,000, and has since accumulated a surplus of \$225,000. The New York office was opened January 1, 1890, and is under the management of Mr. George H. Ison, as sales agent of the company for all the states east of the Alleghany Mountains. This gentleman has had an experience of twenty years in the iron and steel business, and is eminently fitted for the responsible duties of his present position. When the friction of competition rules so closely as it does here, it is only those who have full confidence in their resources who can possibly come to the front. Mr. Ison has a complete knowledge of all the details of the business, and gives it the benefit of his close personal attention. He handles some 200,000 kegs of nails per year at this point, ordering direct from the mills in carload lots, and supplies his army of customers in the East in quantities to suit at the shortest possible notice, and at terms and prices which are invariably satisfactory to the trade. For standard and reliable wire nails, this house can challenge competition. Mr. Ison is a native of Essex County, New York, was in business in Chicago for nine years previous to coming here, and is a gentleman of experience, ability and high repute in business affairs.

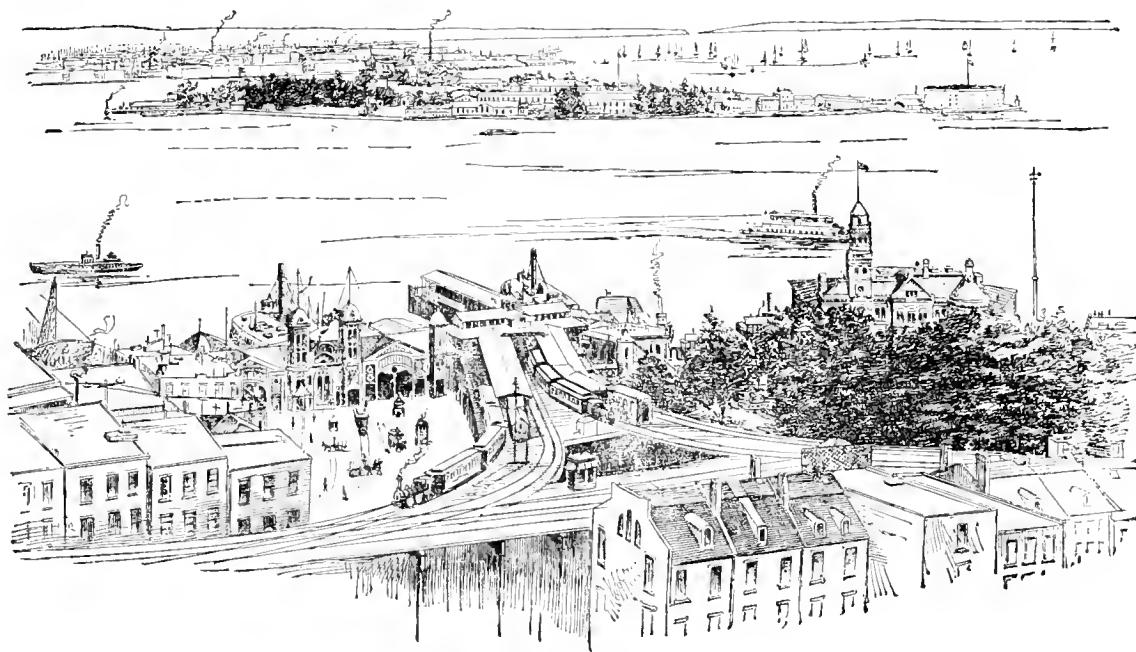
**SKILTON & SON**, Exporters, No. 31 Broadway.—The development of the commerce of New York is upon a scale of the greatest magnitude; every phase of business is here represented by talented merchants possessed of ample resources and abundant experience, and prominent among the leaders in the export trade of the city is the firm of Messrs. Skilton & Son, who occupy eligible office quarters at No. 31 Broadway. This firm are large exporters of electrical plants and electric appliances to South American and Mexican ports, and are also manufacturers' agents in general for export to all parts of Spanish America. They do far more business in this line than any other house in the city, and possess qualifications fitting them in a pre-eminent degree to exactly meet the requirements of a widespread and critical trade abroad. The senior partner, Hon. J. A. Skilton, served for ten years as Consul General to Mexico, under President Grant, and resided in that country for a period of eighteen years. Both he and his son, Mr. H. I. Skilton, speak the Spanish language fluently, and make frequent trips to that part of the globe. They have a foundation understanding of the wants and requirements of that people, and have proved themselves eminently popular and successful in meeting such demands. They are also expert electricians, and are in a position to handle all electrical supplies in the most advantageous manner, making immense sales of such goods to the mutual advantage of both buyer and seller. This firm did a business of \$150,000 in Mexico and South America, the past year, and their future prospects are of the most flattering character. The Messrs. Skilton are natives of New York state, well-known residents of Brooklyn, and devote their close, personal attention to the shipment of orders and supplies. The demands of the South American and Mexican people have never been so fully and satisfactorily met in many different channels of trade as they have by this firm, whose laudable ambition to excel has become widely recognized. By maintaining a very high standard in their exports, Messrs. Skilton & Son are contributing very materially to return to New York the supremacy in the American export trade, while the large volume of their business affords the best criterion of the reliability of their methods and policy.

**HAS. M. RUMRILL**, Tools and Supplies for Steam and Electric Power, Electric Car Equipment a Specialty, No. 109 Liberty Street.—The above firm desires to call attention to some recent patents on underground electrical railways. These patents embrace seven in number, and are fundamental in character, the broad claim being the combination of a main insulated conductor, insulated branch conductors having an exposed knob adapted to be raised above the surface of the ground by suitable mechanism carried by a moving car, and then placed in electrical connection with circuit completing devices on the car, simultaneously making connection with the main conductor whereby all exposed live parts are always above the surface of the ground. All prior inventors have undertaken to expose the live parts on or under the surface of the ground, endeavoring to prevent leakage by a most excessive use of insulating material. The above patents were conceived and applied for five years ago, and, though but recently granted, the inventor has in the meantime closely studied all experiments in this line, and believes his system to be eminently adapted to all city roads, and that it can be constructed for twenty thousand dollars a mile. The system dispenses with the costly open slot conduit, and operates on what has been aptly called specifically to itself the "spot" system. A continuous, well insulated conductor is buried in the ground, and short branch conductors run from these to the road bed at short intervals, twelve feet, to water tight switch boxes placed between the rails. These switches are open at all times except when a car is passing over any particular spot. In fact, with no cars out, the entire outside circuit is thoroughly insulated, and there becomes, with each car run out, only a small knob, half the size of a man's thumb, alive, and this is eight inches above the surface of the street. Thus the exposure for leakage is reduced to its absolute minimum. An electro-magnet or any suitable mechanical contrivance carried by the car is used to lift this knob that is arranged on the end of a lever placed transversely to the rails at the other end of which the switch box is placed. The rotation of this lever by means of its axis that extends into the switch box, is the means of actuating the switch. Besides throwing the switch, the lifting of the lever causes the knob to make a sliding contact with a rail mounted on the under side of the car and insulated from the truck. Now as the car passes along over the track it cuts its motor into circuit first at one contact spot, and then, before breaking connection with that spot, establishes connection with another. Nothing is in sight along the track but occasional spot boxes, and a guide slot extending the length of the track. This slot being composed of two angle irons held apart by cast iron yokes, to make a slot only five eighths wide by six inches deep can be cheaply constructed, not requiring any change in any existing girder rail track construction. The current returns through the motor, and wheels and rails to the source of supply. This spot system has been declared by many to be a neat solution of electric surface transit. The patents referred to have been issued to F. Mansfield. This firm also make a specialty of dealing in Electric Railway and Power station supplies.

**BRUEN BROS.**, Real Estate and Insurance Brokers, New York City Office No. 128 Broadway.—Taking a comprehensive scope with their business as real estate and insurance brokers, alike in the nature of their transactions, and in the extent of territory they cover, Messrs. Bruen Brothers, who established their enterprise in 1886, in this city and in East Orange, N. J., have rapidly advanced to a front rank among the most influential men in their line, their business embracing very large transactions, and the firm having created sales of property of considerable magnitude, and thus gained for itself an enviable reputation. The standing of the house, too, is enhanced by the keen and sound judgment and discretion they show in all matters submitted to them, and the close inside knowledge they possess of important transactions, and the probable prospective value of property in this city or its vicinity, and in Essex County, N. J.; the advice they have from time to time tendered to patrons, upon their solicitation having frequently been of great pecuniary value. Hence the services of the house are much sought after in their capacity as real estate brokers, and a business of brisk character and great annual volume is done in this department. As insurance brokers the enterprise is scarcely less successful, the large number of influential citizens with whom the principals are brought into contact in relation to the branch of their labors already referred to being prolific of extensive tradings in the insurance branch, the value of the services rendered in one inspiring confidence in the sincerity and wisdom of its transactions in the other. The offices of the firm at East Orange are opposite Brick Church Station, and that in this city at No. 128 Broadway, the appointments of each being typical of the flourishing business for which they afford accommodation; the former office being 25 x 50 feet in size, and two experienced clerks assisting in its multifarious duties. Messrs. E. E. and F. S. Bruen, the brothers, who were born at Michigan and New Jersey respectively, are both young men, and are among the city's most respected real estate and insurance men.

**GEORGE COOK**, Patents and Patent Causes, World Building.—The soliciting of patents, trade marks, etc., in accordance with an intricate patent law, and the manifold rulings under the same, requires much skill in the preparation of the cases, and nice technical distinctions in the prosecution, and in suits in interference, and forms an independent branch of law business, which has embarked in it some of the ablest professional men of this country. A gentleman who occupies a leading position in this important pursuit is Mr. George Cook, whose office is situated on the ninth floor of the "World's" new building. Mr. Cook is a native of Pennsylvania, and has resided in New York since 1885. He graduated with the degree of L. L. B., from Columbia College, Washington, D. C., in 1882, and later on established business as an attorney in patents and patent causes, removing to this city in 1885. He has acquired a large, wide-spread, influential patronage, and won an enviable reputation for ability, efficiency and success in the presentation of claims. Patents of all kinds are obtained by him, trade marks and designs registered, interferences are conducted, reports and opinions are furnished on validity, searches are made, assignments and agreements drawn and advice given on patent laws. Mr. Cook has reliable correspondents in all the principal cities, whose services are a valuable auxiliary to his business. His acquaintance in Washington is of such a nature as to assist him in his operations in a substantial manner and aid in the pushing through of claims. Mr. Cook is a practical, experienced man of business, thoroughly posted in all points relating to patents, and he will prove an invaluable adviser to those requiring the services of a solicitor of patents.

**M**ARTIN ROTHBARTH & CO., Hop Merchants, No. 76 Broad Street.—The trade in hops forms a staple and important department of commerce in the United States, and many of our most progressive business men are engaged in this line. The trade has its center in New York, and there are many extensive houses engaged in this line. One of the leaders among the number is that of Martin Rothbarth & Co., of No. 76 Broad Street, whose headquarters are located at Frankfort-on-the-Main, and who also have houses in Nuremberg, Germany, and at No. 9 Southwark Street, S. E. London. The house was originally founded some seventy years ago in Germany, and has been established in New York since 1873. At Frankfort-on-the-Main, Nuremberg, Bavaria and at Bohemia the firm have extensive packing houses with storage capacity of 10,000 bales of hops, while 1,300 to 1,500 bales of Bohemian or Bavarian hops are disposed of in New York, shipments being made to all parts of the country, and quite a quantity exported. The branch in this city is in charge of Mr. Adolf Rothbarth, son of Moritz Rothbarth, the founder of the business, and he has as resident manager, Mr. Ed. Krollpfeiffer, a native of this city and resident of Brooklyn. He has been connected with the house since 1883, prior to which he carried on business as a broker on Wall Street. Mr. Adolf Rothbarth travels through the United States in the interests of his establishment, buying and selling hops, etc., and the trade is steadily growing in volume and value, while permanent and influential connections have been established. Mr. Rothbarth was born in Germany, and has resided in this country since 1885, becoming a citizen of the United States in 1890. He has become widely and popularly known, and is held in high regard as a liberal, consistent and progressive business man.



NEW YORK HARBOR, FROM ELEVATED R. R. TERMINUS.

**M**INNIGERODE & CO., Steel Rails, Spikes, Fastenings, Locomotives, Motors, Frogs, Switches, Cars, Etc., No. 40 Broadway.—There are numerous manufacturing establishments represented in New York that maintain an active trade and do a large annual business in their respective lines of goods, but it is only here and there that we find a great representative concern, alert to avail itself of every method and every invention which can in any way tend to improve the quality or extend the field of usefulness for their goods. The growth and development of such concerns cannot be gauged by the general run of trade. They are on a different plan, and fill a sphere of usefulness of the widest extent, with the largest consumers of their specialties for permanent customers. An apt illustration of this is the house of Minnigerode & Co., agents for steel rails, portable railways, cars and switches, locomotives, motors and complete outfits for street railways and logging roads, new and second hand, with headquarters at No. 40 Broadway, New York, and No. 36 Carondelet Street, New Orleans, La. This enterprise was inaugurated in 1879, at New Orleans, and in 1887, the New York office was opened. Mr. J. C. Minnigerode, the founder of the business, died in 1889, and his widow succeeding to the control, placing Mr. J. E. Frank as manager in charge. No house in the country is better prepared to supply customers and the trade generally with goods in this line, while in its specialty of portable railways, it is in a position to challenge comparison and defy successful competition. It is supplying a portable railway, which was patented June 8, 1875, by Alexander Bass, and intended for contractors, storehouses, coal mines, gold mines, silver mines, brick yards, saw mills, sugar plantations, etc. It is built entirely of iron and steel, in sections of any suitable length, generally ten feet. It is simple, cheap, indestructible, and can be made from any desired section of T rail, to conform to any gauge. The rails are of steel, made in the usual form employed for railways, and the cross-pieces consist of T or flat iron bars. The rails are secured to the cross-pieces by means of square rivets of the shape of hook spikes. These square rivets prevent the sections from changing their original shape, and thereby always secure a good fit of one section to another. The ends of each section are provided with projected locking pieces which are arranged so as to articulate with those on the end of the next section. These locking pieces being riveted to the upper surface of the end cross-pieces are free to slide in endwise, and secure the section from lateral motion, when they are placed end to end. The sections are all of the same shape and length, and will therefore fit to each other as well as to the curves and switches. Owing to the simple locking pieces that bind one section to another, this system of portable railway can be taken apart and put together without loss of time, caused by coupling the sections together, which is a great saving in time and labor. This firm also furnish with track, when desired, suitable cars for all kinds of work. Now when the friction of competition rules more closely than ever, it is only those who have full confidence in their resources who can possibly come to the front. This firm are making a grand success in their business, having a large and influential trade both at home and abroad, and will be found always ready to meet every demand with promptness, and to place all transactions on a thoroughly sound and satisfactory footing.



**STANDARD PENCIL CO.,** Manufacturers of Gold and Silver Pen and Pencil Cases, Toothpicks, Novelties, Etc., Nos. 3 and 5 Coenties Slip.—Among the many important enterprises carried on in this city in the manufacture of gold and silver pen and pencil cases, etc., that of the Standard Pencil Company, located at Nos. 3 and 5 Coenties Slip, is one of the most prominent and reliable. This undertaking was instituted as a duly incorporated body under the laws of the state of New York in 1884, with a capital stock of fifteen thousand dollars; and the chief lines of manufacture are gold and silver pen and pencil cases, in all styles and sizes, and of the most chaste and elegant designs, toothpicks of every description; and various novelties of a kindred nature. The company confine their attention exclusively to the highest grades of these goods; and it is this fact which is mainly responsible for the steadily increasing patronage that is accorded the house; the trade extending to all parts of the United States among jobbers, dealers and other wholesale consumers. The able and efficient officers of this flourishing enterprise are, Mr. Albert Terry, a resident of Albany, N. Y., who is in the brick manufacturing business in Brooklyn and up the Hudson River, president; Mr. Edwin Terry, a resident of Brooklyn, treasurer; Mr. A. R. Winfield, also a resident of Brooklyn, secretary, and Mr. Gideon Isley, a native of Jersey City, superintendent. The very extensive trade now controlled necessitates the maintenance of premises, at the location indicated, consisting of a floor, having a superficial area of 22 by 100 feet, used as office, salesroom and factory; the latter being equipped with a complete modern plant and machinery pertaining to the trade; a gas-engine being the motive force employed, and fifteen skilled workmen being steadily engaged in the manufacturing department. The worthy superintendent, Mr. Isley, has been a practical man in this line for the past thirty-five years, being now about fifty-one years of age. He is Past Commander of Sabriski Post, Jersey City, and was for four years Fire Commissioner of Jersey City. He is a member of the Free and Accepted Masons, and served as Private in Company B, Twenty-first New Jersey Volunteer Infantry, from 1861 to 1865, and was wounded in one of its engagements.

**PETER A. FRASSE & CO.,** Importers, Manufacturers and Jobbers in Tools and Hardware, Office and Salesroom, Nos. 95 and 97 Fulton Street.—This house is known and honored as the oldest in its line in the United States. It was founded in 1816, by Mr. Henry F. Frasse, and was continued by him until 1849, when he was succeeded by his son, Mr. Peter A. Frasse. This gentleman conducted the business as sole proprietor with great ability and steadily increasing success until 1877, when the present firm was organized by the admission of Mr. John L. Howe to partnership. The business premises comprise an entire six-story building, 25 x 100 feet in dimensions, finely fitted up in all departments, and giving an abundance of room for supplying the most extensive demand. This firm are prominent in trade circles as sole agents for F. and H. Flexible Back Split Dies, Bennett's Emery Wheel Dresser, Wright-Pond Quick Calipers and Dividers, and Fowler's Speed Indicators; while among their leading specialties are such valuable products as Stubbs' Files, Tools and Steel; S. J. Addis' London Carving Tools, Addis' Tools in sets of six and twelve, Grobet's Swiss Files, Webster & Horsfall's Machines, Chesterman's Tapes, Vautier & Renard's Gravers, Swiss plyers, nippers, etc.; German tools, Hubert's French emery paper, Repousse tools, razor hones, and Washita, Arkansas and Turkey oil stones. The firm are extensive manufacturers of blacksmith, hand and machine screw taps; hand cut files, file and chisel handles, stocks and dies, steel-pointed plumb bobs, polishing heads and stands, folding tool chests, F. and H. saw adjusting mandrels, slide rests, tracing wheels, letters and figures, etc., etc. Faithful attention is given to the production of these valuable specialties, the greatest care being taken in the selection of material, especially where accuracy, soundness and finish are required. The great and growing demand for these tools and supplies abundantly attests their popularity and serves as the best possible guarantee of the continued success and permanent prosperity of this old and honored house. Orders are filled at both wholesale and retail. The co-partners have long been reckoned among New York's most responsible and representative merchants.

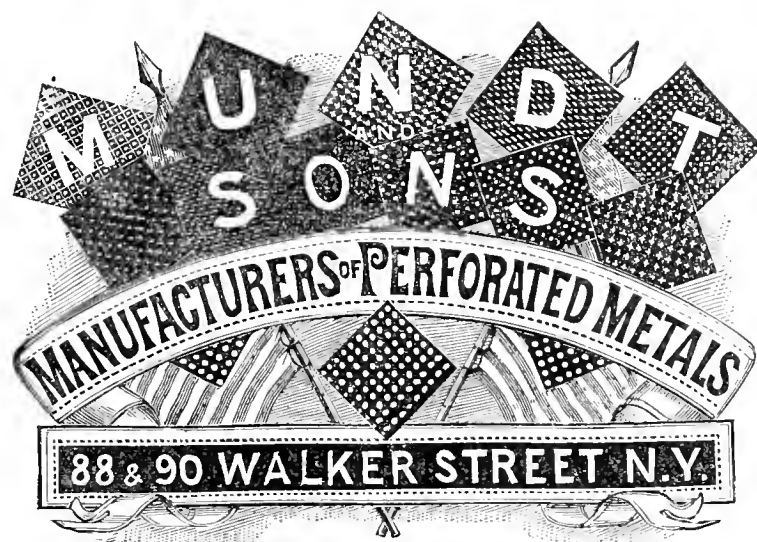
**SOLOMON & BENEDICT,** Real Estate Agents, Nos. 165 and 167 Broadway, Room No. 30.—The secure market offered to the public by the real estate of New York, both for speculative and investment purposes, has been duly appreciated, and both buyers and sellers realize that their investments when judiciously placed are absolutely secure. To certainly attain the greatest measure of security and the best results, the services of experienced agents are always necessary, and prominent among the number in this city is the firm of Messrs. Solomon & Benedict, whose offices are eligibly located at Nos. 165 and 167 Broadway. The business was originally established by Mr. Joseph Solomon, and in 1890 the present firm was organized by the admission of Mr. James L. Benedict to partnership, and a removal was made to the present quarters. The firm have become deservedly prominent for introducing the quickest known methods of handling investments in real estate and business chances. By their system of obtaining the fullest information in regard to all property placed in their hands for sale, thoroughly investigating everything with their keen appreciation of values, and assuming responsibility for their statements, they have made their office a trustworthy directory, whose merit is rapidly making itself known to investors; and their large and steadily increasing patronage, which enables them to dispose of property without delay, naturally induces owners who desire quick transactions to engage their services. As a bright example of the fact that in this progressive age, business enterprise when backed by sound judgment and executive ability and upright principles, need not grow old waiting for appreciation, the success of these gentlemen furnishes an inspiring lesson to the young men of New York. They are continually investing in real estate for themselves and for other parties, and are in a position to suit the needs and requirements of all classes of investors and house hunters. No house in the city is better equipped for rendering prompt and satisfactory service, or has a fairer name for enterprise and reliability. Mr. Solomon is a New Yorker by birth, while Mr. Benedict was born in New Jersey, and both stand deservedly high in social, commercial and financial circles.

**W. S. HARRISON & CO.,** Successors to Masterton & Harrison, Builders, No. 45 Broadway.—As the wealth and culture of a community increase, and the standard of taste is elevated, there arises a demand for the introduction of systems in the construction of dwellings and public buildings which shall represent the latest advance in architecture. The leading and best-known builders and contractors in the metropolis are Messrs. W. S. Harrison & Co., who occupy eligible office quarters at No. 45 Broadway. The business so successfully conducted by this firm was originally established in 1878, by Messrs. Masterton & Harrison, the present firm succeeding to the control in 1884. Mr. Harrison, the active member of the firm, has been identified with the industry in which he is engaged for many years, and has contributed in no small measure to its development in this city. His comprehensive and far reaching knowledge of every detail of his profession, together with the reliable and responsible character of his work, has secured for him a large and influential patronage and gives his house a most valuable and important position. During all these years he has been steadily before the public, ministering to its wants with skill, energy and satisfaction. There are many splendid specimens of his work scattered through the city. He built the Aldrich Court Building, Columbia Building, the Haight Building, Cluifield Building, the residences of ex-Gov. Hoadley, Hon. Ed. Mitchell, John G. Wright, Hon. J. Hampton Robb, and numerous other private residences of more or less pretension to beauty and ornamentation, Trinity Corporation Storehouses and Warehouses and the Staten Island Flour Mills. He is prepared to furnish estimates and plans, and enters into contracts for work of all kinds in his line. A point is made of filling all contracts promptly according to agreement and terms made, and every advantage possible is granted to owners and patrons. From one hundred to two hundred men are employed every season, and the services of the house are in constant and important requisition throughout the city and suburbs. Mr. Harrison is a native and prominent citizen of New York City, a member of the Mechanics' and Traders' Exchange and of the Builders' Association, and of high repute and standing in all the various relations of life.



**A.** WARD PHELPS, Successor to Heffron & Phelps, Lithographer, Nos. 53-57 Park Place.—The high degree of perfection to which the process of lithographing has been developed within recent years has, perhaps, no counterpart in any distinct branch of art or industry. What with discovery in the domain of chemistry, invention and improvements, the progress made in the direction indicated of late is nothing less than marvelous. Particularly is this true in respect of fine color work, in which some of our leading New York lithographers have achieved an unequivocal success, notably A. Ward Phelps, of Nos. 53, 55 and 57 Park Place, who maintains branches also at No. 35 South Clark Street, Chicago, and No. 427 Jackson Street, San Francisco. This gentleman sustains a reputation for skill and reliability second to none in his line in the United States, and enjoys a patronage fully commensurate with his name and standing. He has a very large business in cigar labels, this being a specialty, and his trade extends throughout the entire country, while his productions are handled to a very considerable extent, also, by export agents. Mr. Phelps, who is a gentleman about forty years of age, and a New Yorker by birth, is a man of practical skill and thorough experience, as well as energy and enterprise, and is master of the art in all its branches. He was formerly a member of the firm of Heffron & Phelps, established in 1877, and succeeded the same as sole proprietor in 1890, conducting the business alone since with uninterrupted prosperity. Mr. Phelps occupies two 75 x 100 floors on Park Place and has in service the latest improved steam-power machinery, appliances and appurtenances, and employs forty expert hands. He is prepared to give estimates on all classes of lithographing, special attention being given to fine color work, and guarantees satisfaction, while his prices are of the most reasonable character, too. An extensive and first-class assortment of cigar labels, etc., are constantly carried in stock, on which exceptionally liberal terms are quoted; and all orders are executed in the most expeditious and trustworthy manner, the proprietor exercising immediate supervision over every department.

**M**UNDT & SONS, Manufacturers of Perforated Metals, Nos. 88 and 90 Walker Street.—Messrs. Charles Mundt and Sons, manufacturers of perforated tin, copper, brass, etc., of Nos. 88 and 90 Walker Street, New York, conduct a business of extensive character, their operations reaching throughout the entire Union and embracing in their sphere the Dominion of Canada and the Republics of South America. Messrs. Mundt and Sons manufacture perforated metals for all purposes; their business being largely with brewery outfitters and paper mill supply people, they also having extensive dealings in perforated metal for the manufacture of



buttons and cooking utensils. The specialty of the house is the manufacture of selves for centrifugals, for use by sugar houses and refiners; the business in this class of goods being of considerable magnitude. Messrs. Mundt and Sons execute only order work, and the reputation the house holds for the high class character of its goods is the subject of envy throughout the trade. The house has been in existence for a period of ten years, during which time its career has been a steady one, always in the direction of prosperity. The firm title at the date of the embarkation in business, was Mundt & Creter, and the present partnership, under the name of Mundt & Son, has existed for two years past. The business of the house monopolizes a large floor, 25 x 100 feet, and gives employment to a staff of five skilled assistants. The present partners in the concern are Charles Mundt and his son, bearing the same name. The senior partner is a native of Germany, his residence in this country extending over a period of twenty-three years. He is a gentleman of rare commercial attainments, being a perfect master of the technicalities of his business. Mr. Mundt, Jr., possesses, in marked prominence, all the admirable qualities of his father. He is also a native of

Germany, his sojourn in America commencing with his babyhood. The extended reputation of this house and the esteem in which its partners are held throughout the commercial community in which are their operations, are facts to justify the enrollment of the name of Mundt & Son upon a record of the representative business houses engaging in the American metropolis.

**J.** W. BLOCK & BRO., Importers and Cutters of Rough and Polished Diamonds, Diamond Jewelry, Office No. 9 Maiden Lane.—In no branch of the importers' trade is skillful management and business talent more essential than in that of importing diamonds. Among the houses devoted to this line of business are J. W. Block & Bro., importers and cutters of rough and polished diamonds and diamond jewelry. Since their establishment in business in 1878 they have occupied an office at No. 9 Maiden Lane, where they carry a very extensive line of goods for the wholesale trade. They do a strictly cash business. The business operations of Block & Brother during their thirteen years of active commercial duty, have been such as to inspire the complete confidence of all men with whom they have come into business contact. The individual members of the house are noted for their honorable business methods, and stand as popular representatives in their calling. John W. and Wesley S. Block comprise the firm, both born and raised at Cape Girardeau, Missouri, and their father and mother were both born and raised at the same place.

**T**HE HAY LITHO. COMPANY, No. 58 Centre Street.—There are few branches of mechanical and artistic industry in which greater progress has been made of recent years than that of lithography, which has many well-known exponents in this city. One of the best known and most successful of these is the old established and reliable house of the Hay Lithographic Company, whose establishment is eligibly and centrally located at No. 58 Centre Street. This business was originally established a quarter of a century ago by Mr. Jacob Hay, who was succeeded in 1886 by his brother, Mr. Peter Hay, under whose wise and liberal management the business has increased and prospered at a rapid rate, the house now being generally regarded as one of the leading lithographic establishments in the city. The premises occupied are spacious and commodious, comprising an entire floor, 25 x 100 feet in dimensions, and fitted up with the most improved machinery and appliances known to the trade, including three modern presses driven by steam-power. Employment is given to a large force of skilled hands, and the facilities of the establishment for the rapid production of first-class work are unexcelled by any other establishment in the city. A general lithographing business is carried on, a specialty being made of fine colored theatrical work in which branch the house has achieved a most enviable reputation. Mr. Hay, the leading spirit in this successful enterprise, is a native of New York, and one of our most active and energetic young business men.

**T**HE GEORGE L. SQUIER MANUFACTURING COMPANY, Sole Manufacturers of the American Sugar, Rice and Coffee Machinery, No. 195 Water Street.—One of the most unique, important and extensive manufacturing establishments in the United States is that of the George L. Squier Manufacturing Company, manufacturers of the celebrated American sugar, rice and coffee machinery and other plantation machines and implements. The machines they manufacture are their own inventions, for which they own the home and foreign patents and they are the sole manufacturers of them in the world. These machines have gone into general use throughout the tropical world, and no ship leaves New York for any tropical country without carrying more or less of them, especially for Mexico, Central America and South America, the demand for them is very large and rapidly increasing, and the great impetus given to trade with these countries by the Pan-American Congress and the proposed reciprocity treaty will greatly enhance the demand for this improved machinery. The factories of the George L. Squier Manufacturing Company are located in Buffalo, N. Y., and Glasgow, Va., with salesrooms and warehouses in New York City at Nos. 189, 191 and 195 Water Street. The foundation of this great enterprise was laid in 1857, by Mr. George L. Squier, and in 1884 the present company was incorporated under the laws of the state of New York, with a capital of \$200,000. Its officers are as follows, viz.: George L. Squier, president; George Percy Squier, treasurer; Fred C. Squier, secretary. The works at Buffalo cover three acres of ground and comprise a series of four-story buildings thoroughly equipped with modern machinery, a 150 horse-power steam engine, electric lights, etc., giving steady employment to one hundred and fifty workmen, while they also operate a factory in Virginia, the buildings and grounds comprising seven acres. The business premises in this city embrace three spacious buildings, five stories each, which give ample room for supplying the most extensive demand. In December, 1890, this company purchased the extensive and long-established general implement, hardware and seed business of the Higginan Manufacturing Corporation of this city, successors of R. H. Allen & Co., which was established in 1843. They now have the most extensive and perfect emporium of agricultural implements and plantation machinery on this continent, where everything in these lines can be found of the best quality and at the lowest prices. They give special attention to the export trade in which they have had long experience, and especially invite the attention of export merchants to their lines of goods. These lines comprise sugar mills, horizontal steam engines, wind engines, turbine water wheels, evaporators for fire and steam, defecators for fire and steam, finishers for fire and steam, rice threshers, rice hullers, rice separators, rice scourers, rice polishers, coffee hullers, coffee separators, coffee polishers, copper kettles, wrought iron kettles, cast-iron kettles, juice pumps, centrifugals, horse-powers, speed jacks, post steam engines, vertical steam engines, French burr stone mills, iron corn mills, iron tortilla mills, vacuum pans and pumps, clarifiers, bone coal filters, tanks, molds, sugar wagons, cane cars, copper distills, rubber presses, all sizes and kinds of pumps, and all classes of agricultural implements, hardware and seeds. Every engine is severely tested before shipment and is guaranteed to give perfect satisfaction. The prices are at bed rock, and quality considered are the cheapest quoted by any similar house in the land. Possessed of sterling enterprise, alert to meet the most exacting requirements of customers, and manifesting a determination to keep their products in the van of the market, this company sell their engines and machinery and implements in all parts of the civilized world. The president and honored founder of the business was born in Berkshire County, Mass., and has long been a close student of the progress made in machinery and steam engineering. His success in this important branch of industry has been both decisive and well deserved. His sons, the treasurer and the secretary, are natives of Buffalo, and combine their energy and vigor with the ripe experience of their father to form a corporation of commanding influence, wide popularity and solid worth.

**J**OHAN C. HARTFIELD & SON, Compilers, Printers and Publishers of Cable Codes and Telegraphic Cyphers, Stationers and Printers, No. 92 Pine Street.—The leading source of supply in this country for telegraphic cyphers and cable codes is the establishment of Messrs. John C. Hartfield and son, the well-known compilers, printers and publishers at No. 92 Pine Street, in this city, and also at No. 9 Coleman Street, London, England. This firm stands alone in their specialty in the entire United States, and have been engaged therein for a period of twenty-five years. Their office is thoroughly spacious in size, supplied with a Hoe and a Campbell press, three small presses, fully supplied with 225,000 words in type, which are kept standing, and ample electric power, and a large force of skilled and expert hands are constantly kept busy. Cyphers and codes are here provided for any business in any size up to 200,000 words. Intending buyers of codes will do well to inspect this stock before making a purchase, as the knowledge possessed by this firm concerning the telegraphic requirements of almost every business enables them to greatly assist customers in their selection. The senior partner has had many years experience in European and East Indian business in London, and in export, grain and provision business in New York, while he has compiled and assisted in compiling over one hundred and fifty codes, and is able to supply any one with an economical, easy and safe telegraphic means of communication. "Hartfield's 124,000 selected words" is a dictionary which forms the basis of Hartfield's principal codes. The words are selected from a carefully compiled collection of 600,000 words of the languages authorized by the International Telegraph Conferences, and have been checked by experts in such a manner that they differ in themselves by at least two important letters, thus giving the utmost possible security against mutilations, repetitions and mistakes. His codes include "The Leviathan Cable Code," 120,000 words replete with commercial and financial phrases arranged in systematic order for easy reference; "The Option and C. I. F. Grain Code," 124,000 words, every word numbered, admitting of a great variety of combinations, and can be used in any business; the "Merchant's Code," 61,000 words, second only to the "Leviathan" and "Option and C. I. F.," for easy adaptability to any business, and prior to the publication of the above works, was pronounced by leading East India, China and South American houses to be the best book in existence for general purposes; the Acme Grain Code, 56,000 words, and as complete a code as any grain house could desire either U. K. or continental business; the American-European Firm Offer code, 64,000 words, suitable for business between the United States and U. K. and Continent; the Atlantic and Pacific Cable Code, 36,370 words, particularly adapted to a general business; the Bankers' Brokers' and Stock Operators' Telegraph Code, 15,000 words, for messages regarding banking and stock operations, words all numbered, thus forming a cryptograph and ensuring absolute secrecy between the parties using it; the Bankers' and Brokers' Pocket Code, 8,000 words; the Central American Cable Code, 14,000 words; the Anglo-American Flour Code, 15,000 words; the Interstate Railway Telegraphic Cypher Code, 17,000 words, particularly useful to managers of railroads and freight agents; the Producers' Telegraphic Cypher, 7,500 words; the Atlantic Telegraph Cypher, 10,000 words; Hartfield's Social Code, 4,000 phrases of a social and personal character; the Option Code, 15,000 words, specially adapted to option business in land, grain, provisions, coffee, cotton, etc. Having their own private printing offices in London and New York, with unequalled facilities for this class of work, this firm easily challenges competition as regards both quality and price, and has private codes for such well-known houses as those of Baring Bros. & Co., Brown Bros. & Co., Brown, Shipley & Co., John Bradshaw & Co., Colonial Bank, Edward Johnston, Son & Co., London, and River Plate Bank, Martin & Co., J. S. Morgan & Co., Naylor, Benson & Co., Neill Brothers, Watson, Medill & Co., and others of London; Balfour, Williams & Co., Liverpool, Drexel, Morgan & Co., W. R. Grace & Co., Kidder, Peabody & Co., Standard Oil Trust, The Metal Exchange, New York Central R. R., J. & W. Seligman & Co., and others in New York City, and many others in America and Europe. While making a specialty of telegraphic cyphers and cable codes, they have just issued The Pork Packers' Telegraphic Code, for the use of pork packers and provision dealers. This firm are prepared to do superior book and job printing at moderate prices, and will promptly furnish estimates. The co-partners, Messrs. John C. and J. W. Hartfield, are natives of England, residents of this country for twenty odd years, and combine ripe experience with vigorous enterprise to form a firm of commanding influence, international prominence and solid worth.

**MANHATTAN TOOL COMPANY.** Manufacturers of Fine Tools and Intricate Machinery for Watchmakers, Opticians and Machinists, Office No. 142 Fulton Street, Room 8.—The Manhattan Tool Company is both eminently useful and exceptionally successful in virtue of the fact that it is to all intents and purposes the sheet anchor of a large number of the most important industrial businesses of the country. It has an office at No. 142 Fulton Street, upstairs admirably appointed and 25 x 25 feet in size, and two lofts each 25 x 75 feet, for its manufacturing operations. These latter are equipped in the most complete manner for the manufacture of fine tools and intricate machinery for watchmakers, opticians and machinists, for which it has slide rest and screw-cutting lathes, shaping machines, wheel and pinion cutting machines, etc., driven by steam-power, the plant having cost a sum of \$10,000. In the various branches of its business the firm gives employment to twenty-five expert mechanics and fitters, and in the few years that have elapsed since its foundation has come to be regarded as one highly qualified to undertake work of the most difficult character, calling for the employment of implements of precision and requiring the labor of specially skilled mechanics. Hence its services are in requisition by important local firms and others in various parts of the United States. The house not only undertakes model and experiment work, and the construction of delicate machinery and tools, but also accepts contracts for all kinds of sheet metal goods of special patterns and devices, which it manufactures to order at the lowest prices compatible with the high and workmanlike finish for which it is famed. A comprehensive stock of material suitable to the kind of goods the establishment constructs is kept constantly on hand in order that requirements of patrons shall be filled with due dispatch. The house was established by Mr. L. P. Valiquet in 1888. Mr. Valiquet is a young man of Canadian birth with a very complete knowledge of the trade, who came to the United States twenty years ago, and is widely known in his line of business and highly respected among his acquaintances generally.

**NEW YORK WOVEN LABEL MANUFACTURING COMPANY.** Manufacturers of Woven Labels, No. 262 Canal Street.—A prominent and firmly rooted industrial concern, whose labors have been devoted to the production of a specific and strictly limited range of goods, with the best results alike to itself and the trades for whom it caters, since the inception of the enterprise in 1869, is the "New York Woven Label Manufacturing Company," of No. 262 Canal Street. This eminent and responsible house, which now takes a leading position in its line and has a connection extending over all parts of the country, was inaugurated by Mr. George H. Friedhof, and he with Mr. George H. Friedhof, Jr., his son, since deceased, who was admitted to partnership some years ago, constituted the firm. The industrial operations of the firm relate to the manufacture of woven labels, such as shoe straps, coat labels, dress labels, shoe labels, coat hangers, linen labels, pant gussets, glove labels and the like, for the production of which on an immense scale it has a spacious factory at the address indicated consisting of three floors, with an expanse on each of 2,750 superficial feet, and provided with a very full equipment of machinery, specially devised for such work, while a staff of thirty-six skilled operatives are regularly employed. The trade of the house is principally to order, and a specialty is made of the production of artistic designs. These indeed have exceptionally able interpretation, and to this, as well as the other distinct merits referred to and to its ability to compete on very favorable terms with all other establishments in the matter both of price and quality, the firm owes its great and still increasing prosperity and the steady expansion of its trade with manufacturing and merchant houses in all parts of the Union. The proprietors are gentlemen well known and prominent in the commercial circles of the city.



**ALMIRALL & CO.,** Importers of Havana Leaf Tobacco and Commission Merchants, No. 16 Cedar Street.—Among the representative houses of New York in its important field of commercial activity will be found that of Messrs. Almirall & Co., importers of Havana leaf tobacco and general commission merchants at No. 16 Cedar Street, with branch house in Havana, Cuba. It is now twenty-five years since this firm's business was established, and it is safe to say that to-day no house in its line is more widely and favorably known in the trade. The premises in this city are at No. 16 Cedar Street, where is occupied an entire floor 25 x 100 feet in dimensions, fitted up in the general style best suited to the requirements of the business. The firm are large importers of choice Havana leaf tobacco in all grades, and no house in this trade has better facilities for promptly and most satisfactorily supplying its customers in this connection. Messrs. Almirall & Co. are also heavy commission handlers of all domestic merchandise, large shipments of which are being continually made to Cuba, where the wide connection of the house secures a profitable market. The trade in both countries is both large and lucrative, and the general business is of eminently prosperous annual aggregate. Mr. J. J. Almirall, the founder and present proprietor of the house which has so long and creditably borne his name, is a native of Catalonia, Spain, and one of our most astute and enterprising business men. He is well known in city trade circles, and is everywhere recognized as an able, honorable and deservedly successful merchant.

**JOHN A. GIFFORD,** Carriage Makers' Supplies, No. 14 Murray Street and No. 17 Park Place.—One of the largest and most representative houses engaged as manufacturers of and dealers in carriage makers' goods in this city, is that of Mr. John A. Gifford, located at No. 14 Murray Street and No. 17 Park Place. This business was established in the year 1863, and has always occupied a leading place in the trade, with a connection extending to all parts of the world, its principal feature being the exportation of every kind of goods used by the builders of carriages and other vehicles, the members of this firm having travelled through Europe, India, Australia and South America, for the purpose of introducing such goods of American production in those countries. This house is also well and favorably known throughout the United States by all the manufacturers of every description of vehicle. Their widely extended and constantly increasing patronage is only the just results of their continuous efforts to serve the interests of their customers.

**T**HE NEW YORK SILICITE CO., Room No. 48, Nos. 40 and 42 Broadway.—Silica can justly be considered as one of the primitive earths. Pure silica, or infusorial earth, is now mined under a well defined system, in which are brought into operation various mechanical appliances for producing it abundantly and cheaply. The leading house in New York engaged in this industry is the New York Silicite Co., whose main offices are located at Nos. 40 and 42 Broadway. This company was organized in 1884, and is managed by H. N. Weed, president; W. A. Weed, secretary and treasurer. The clay comes from Lyon Creek, Md., where the company own about two hundred acres, and operate extensive works, having a productive capacity of three to four thousand tons per year. The house has built up a reputation and a trade thoroughly national in extent and eminently creditable in character. They keep constantly on hand a heavy stock, and are in a position to fill all orders promptly and satisfactorily. The silica mined and prepared by this company is unsurpassed for purity, quality, reliability and general excellence, and commends its own superior merits to the confidence and patronage of critical and discriminating buyers. Wherever introduced it practically supplants all similar productions, and has served to give this company a prestige and popularity in trade circles rarely equalled in the history of the business in this country. The demand is constantly increasing in all parts of the country, and inducements are offered as regards both superiority of goods and liberality of terms and prices which challenge comparison and defy successful competition. The Messrs. Weed are native New Yorkers, enterprising and progressive in all their methods, and their reputation in the business world is of the highest.

**F.** M. F. CAZIN, Mechanical and Mining Engineer, Metallurgist and Accountant, Member of the American Institute of Mining Engineers, Room No. 38, 61 Broadway.—For thoroughly expert, all round work in the line of mechanical and mining engineering and kindred branches, or for promptness and reliability, there are few, if, indeed, any, in New York sustaining a better reputation than the gentleman whose name stands at the head of this sketch. He ranks high in his profession, and enjoys a large and flattering share of recognition, testing and improving mineral lands, and opening up and developing mines in Colorado, New Mexico, Missouri, Illinois and other sections of the country. Mr. Cazin, who is a man of middle age, active and energetic, was born in Germany, but has been in America since 1867, his residence being at No. 114 Hudson Street, Hoboken, N. J. He is a thoroughly practical and skillful mechanical and mining engineer; also a competent metallurgist and accountant, of long and successful experience in the various branches of his profession, and specially in the construction and operating of ore concentration mills. He is a member of the American Institute of Mining Engineers. He occupies well equipped quarters, an office at No. 61 Broadway (Room 38), and has several efficient assistants. Mr. Cazin is prepared to engage in all classes of work in the line indicated, and gives special attention to mining enterprises, directing operations by mail and telegraph. He furnishes drawings for mill, machinery, etc.; designs and erects mining plants, and renders professional opinions on mines and minerals. Metals are examined, and personal supervision exercised over the refining thereof, metallurgy being a specialty, while books and accounts are made up and accounting of every description attended to, and all business entrusted to this gentleman is certain to be executed in the most careful, prompt and trustworthy manner, Mr. Cazin exercising immediate supervision over every detail.

**C.** SYDNEY SMITH, Successor to Saxton, Smith & Co., Manufacturer of Gold Chain and Jewelry, No. 14 John Street.—Perhaps no more esteemed nor more widely known representative of the jewelry trade here in New York could be mentioned than the gentleman whose name stands at the head of this sketch. He has been a prominent factor in the line indicated for many years in this city, and his business career during the entire period has been marked by a honorable record, while his well directed efforts in the interim have been productive of very substantial material results likewise. Mr. Smith was formerly of the firm of Saxton, Smith & Co., which was established in 1870, and succeeded the same as sole proprietor in 1886, conducting the house alone since with uninterrupted success. His factory, which is situated at No. 183 Eddy Street, Providence, R. I., is a commodious, well equipped establishment, provided with ample steam-power and the latest improved machinery, lathes, tools and general appurtenances, and sixty-five expert hands are employed therein, and the liberality of Mr. Smith is shown in the fact that several of the long service employees share in whatever prosperity comes from any years' business—this by way of a just appreciation of faithful and efficient attention to the manufacturing and sale of the goods. He manufactures fine gold chain and jewelry of every description, in beautiful designs and exquisite workmanship, and his productions are in extensive and increasing demand in the trade throughout the United States, Canada and Mexico, while they are exported quite largely also to South America. These goods are maintained at a uniformly high standard, being noted for their general excellence; and of their merit no more unflinching criterion could be adduced than the enduring hold they have gained on popular favor everywhere. The quarters occupied as office and salesroom at No. 14 John Street, this city, are compact, ample and elegantly appointed, and a massive safe with several smaller ones are in service here. A large and magnificent assortment is constantly carried in stock, comprising handsome solid chains in great variety and artistic finish; elegant novelties in charms, and some half a dozen clerks and salesmen are in attendance, with several representatives on the road besides. The business is conducted on sound and conservative principles, while its management is characterized by energy and judicious enterprise, coupled with equitable and progressive methods, the terms quoted being of a most liberal character, and persons having dealings with this staunch and responsible house can always feel assured of honorable and satisfactory treatment. Mr. C. Sydney Smith, who is a gentleman of the highest personal integrity, as well as a man of long and successful business experience, was born on October 4, 1828, in Bristol, Warren County, R. I. He is a thoroughly practical jeweler himself, and learned his art with Palmer, Richardson & Co., of Newark, N. J., working steadily at the bench up to 1855. Mr. Smith bears a very creditable war record, too, and served throughout the four years of the "late unpleasantness," sharing the fortunes of the Fourth Rhode Island Regiment, in which he rose from the rank of first lieutenant to quartermaster. At the close of the rebellion he became superintendent for Sackett, Davis & Co., having charge of one hundred and fifty hands for the firm, and soon after was elected a member of the common council of Providence, representing the sixth ward in the body referred to in 1868, 1871, 1872, 1873 and 1887, and has also represented the city of Providence, in both branches of state legislature, and is the present efficient mayor of that bustling city. He has been an active member of the Masonic Order for thirty years, and is a prominent member also of the I. O. O. F. and the Elmwood Club of Providence.

**G.** W. HUBBARD & CO., Drugs, Etc., No. 58 Pine Street.—One of the old time honored houses of this city in its important branch of commercial activity is that of G. W. Hubbard & Co., brokers in drugs, chemicals and general merchandise, at No. 58 Pine Street. This well-known house was founded as far back as 1860 by G. W. Hubbard, Esq., who later was joined by Mr. J. S. Burroughs, under the firm title as above. Mr. Hubbard is now out of the firm, Mr. Burroughs being sole proprietor of the business, the old time honored title of which is still preserved. The premises at the above address are all that could be desired for the purpose, every requisite business convenience and facility being supplied in the generally complete appointment. All kinds of chemicals and general merchandise are handled on a commission basis, and the house, through an extensive and valuable connection with all sources of production and a thorough knowledge of the market, is enabled to promptly and most satisfactorily fill all orders in this connection. The voluminous business extends to all parts of the country, and the house enjoys the merited destination of a leader in its line of trade. Mr. Burroughs is a gentleman long prominent and respected in city trade circles as one of the foremost merchants in his line.

**THE HAAS CHEMICAL CO.**, Manufacturers of Polishing Materials, Nickel and Electroplaters' Supplies, Photographers', Electrotypers and Druggists' Chemicals, Works: Nos. 500, 502, 504, 506 and 508 W. Fifteenth Street, Offices, No. 79 Tenth Ave.—To nickel and electroplaters, photographers, electrotypers, brass polishers, and others, there is no manufacturing concern in this city better known than the Haas Chemical Co., from whose factory so many of their supplies emanate. The company has now pursued a career of gradually increasing prosperity for a quarter of a century, during which its ramifications have extended to a great variety of goods not originally manufactured, and its equipment in respect to plant has been developed from time to time, to meet its expanding business, as well as to keep pace with the times in respect to improved methods of production. Its works consist of five two-story buildings each 25 x 100 feet in superficial area at 500, 502, 504, 506 and 508 W. Fifteenth Street, and it has also eligible offices at No. 79 Tenth Avenue. The goods for the manufacture of which it has long been famed among electroplaters, nickel platers and polishers, and the allied trades, include rouges, compositions, emery cakes, buffs, nickel anodes and salts, cleaning compounds and plating solutions, cyanide of potash, crocus, tripoli, emery, pumice stone, potash, zinc, copper, brass, gold, tin, solutions and soldering salts, chloride of silver, etc., as well as a variety of polishing preparations, brushes, felt and machinery. Chemicals for electrotypers and photographers, and also dynamo electric machines for use in those industries, are also a great specialty of the house, and it is further regarded as the headquarters for natri lye (a substitute for potash) and for chemically pure nitrate of silver. In the production of these multifarious requisites, and various druggists' sundries, no less than seventy-five employees are engaged, under the immediate supervision and guidance of Mr. H. L. Haas, a gentleman of twelve years' experience in the trade, who has a very complete technical and practical knowledge of its details, and who became the sole proprietor of the concern on January 1, 1891. A sixty horse-power engine actuates the machinery employed at the works, and a trade is done in its products throughout this country, and by exportation to every civilized country of the globe, three traveling salesmen being engaged in keeping it in touch with its wide-spread customers. Mr. H. L. Haas is a native of this city, thirty-four years of age, and is entitled to be classed among the most prominent of its manufacturing chemists.

**PENNSYLVANIA AND DELAWARE OIL COMPANY**, Manufacturers of all Grades Lubricating Oils, No. 139 Front Street.—Viewed as a commercial factor the importance of the oil interest in this city can scarcely be overestimated. The vast amount of capital invested, the extent of the operations and the increasing volume of business transacted in the aggregate place it at once among the great branches of trade in the metropolis. The activity in lubricating oils has been especially notable in New York of late years, and a number of big concerns have come into prominence in the line indicated, among them being that of the Pennsylvania and Delaware Oil Company, whose office and warehouse are situated at No. 139 Front Street, with works at Chester, Pa. They are manufacturers of all grades of lubricating oil, and have a wide-spread and substantial business connection, their productions being in extensive and growing demand in the trade throughout the United States, owing to the uniformly high standard at which the same are maintained. They also manufacture cordage oil which is used on hemp before it is made into rope. Heretofore fish oil has been used and the advantage of cordage oil over fish oil is its cheapness combined with no danger of combustion. This flourishing enterprise, which represents the consolidation of the old firms of Hopkins & Rossel, Charles L. Heverin and the Pennsylvania and Delaware Oil Company, was organized July 1, 1890, when the concern was incorporated under the laws of New Jersey, and the signal success that has attended the venture from its inception abundantly attests the wisdom that inspired the departure, to say nothing of the excellence of the goods and energy and ability displayed in the management of the business. The factory at Chester is a capacious brick and frame structure, and is equipped with full steam-power and the best machinery and general appurtenances, while a large force are employed therein. The quarters occupied on Front Street, this city, are commodious, ample and well ordered, and an efficient staff of clerks and salesmen are in service, the proprietors themselves also giving close attention to every detail of the business. About one hundred barrels are constantly kept on hand here to meet any possible emergency, shipments being made direct from the works almost entirely, and all orders for anything in the line of lubricating oils and in any quantity, are executed in the most expeditious and trustworthy manner. The officers of the company, Messrs. Richard Hopkins and Charles L. Heverin, the president and secretary respectively, are both men of long and varied business experience and thoroughly conversant with the trade.

**HIMMER & ANDERSON DRY BATTERY COMPANY**, No. 20 Vesey Street.—The adaptation of electricity by the people of this country is something phenomenal. Compared with the broad expanse of the electrical field of to-day, the extent of whose horizon is only limited by the attitude of the observer, that of twenty years since was meager indeed. That length of time ago the therapeutics of the electro-medical battery was a thing of suspicion, and almost the only direction in which the fluid was performing able-bodied service was in connection with the telegraph. Empirics who knew just enough to handle the electrodes of a galvanic or faradic machine, so as to give more than they received, were doctors of electricity, while the manipulator of the telegraph key was looked upon by the average laymen as the master of an occult science, the practice of whose trade was destined to fix his professional status among doctors of medicine, theology and the law. To-day, in the Niagara rush of electrical interests, these features are almost lost sight of. Not that those interests have dwindled or ceased to grow; on the contrary, viewed separately and individually, they have each developed and multiplied with marvelous rapidity, absorbing millions of dollars in their progress. But great as has been their advancement, they have been practically dwarfed by the even more rapid growth of brothers and sisters in the same family. We are now in the electric age! The world is looking on with wondering eyes at the success achieved by American electricians in the introduction of batteries, electric light systems, and electric novelties, each one more wonderful and utilitarian than its predecessor, while the work goes bravely on. One of the enterprising and thoroughly progressive concerns in this city engaged in this line of production is the Himmer & Anderson Dry Battery Company, who have quickly become nationally famous as manufacturers of dry galvanic cells and electric novelties, with headquarters at No. 20 Vesey Street, near Broadway. This company established its business here in 1888, and owes its foundation and success to the enterprise and skill of two New Yorkers, Vitalis Himmer, well known as an electrician, and Dr. Anderson, a prominent chemist and practicing physician. The dry galvanic cells invented by this company were given a medal of special award by the American Institute in 1890, and have already come into widespread use by reason of their great utility and value. Another specialty of this company is the electric cigar lighter, handsome in design, and highly appreciated by every cigar smoker. These and other novelties, and specialties of this company are supplied to the trade in quantities to suit, and at terms and prices which are eminently satisfactory to buyers. The patronage of the house is large, first class, and rapidly increasing throughout the entire United States, and the future success and permanent prosperity of the company is well assured. Mr. Himmer is the general manager of the business, and as an expert electrician of large experience, is well fitted for the promotion of the interests of the company in its important field of usefulness.



**JOHN McCLAVE**, Real Estate, No. 60 Cedar Street.—There is no interest in the great metropolis but what is secondary to that of real estate, which is the true and secure investment for rich and poor alike. The ceaseless activity in this market and its great magnitude have enlisted the highest order of financial talent and honorable method. Prominent among the best connected and most enterprising houses in this line is that of Mr. John McClave, located at No. 60 Cedar Street. This gentleman has been in the real estate business here since 1848, and brings to bear the widest range of experience and an intimate knowledge of the best residential and business sections of the city. He has upon his books at all times full descriptions of the choicest properties placed upon the market, and is constantly securing fresh bargains for investors. He buys and sells all kinds of realty, leases and lets houses, takes the entire management of estates, and transacts every branch of the real estate business. A number of the up-town avenues have been created and others have been widened and materially improved through his influence. He negotiates loans on bond and mortgage, and in that capacity is of the utmost service to both borrower and lender, securing to the one ample funds with which to prosecute his enterprise, and to the other a safe and profitable investment. Mr. McClave's long-time acquaintance with every section of this city renders his advice to intending investors of the utmost value, and his counsel is liberally sought as authority upon all matters relating to the real estate business. He enjoys the fullest confidence of capitalists and land-owners, and is constantly handling and placing large sums of money in mortgages and other securities, while he has carried to a successful issue many heavy and important transactions. Mr. McClave is a native New Yorker and one of the oldest and best-known men in real estate circles. He was a member of the Common Council in 1854 and is one of our soundest, staunchest and most influential citizens.

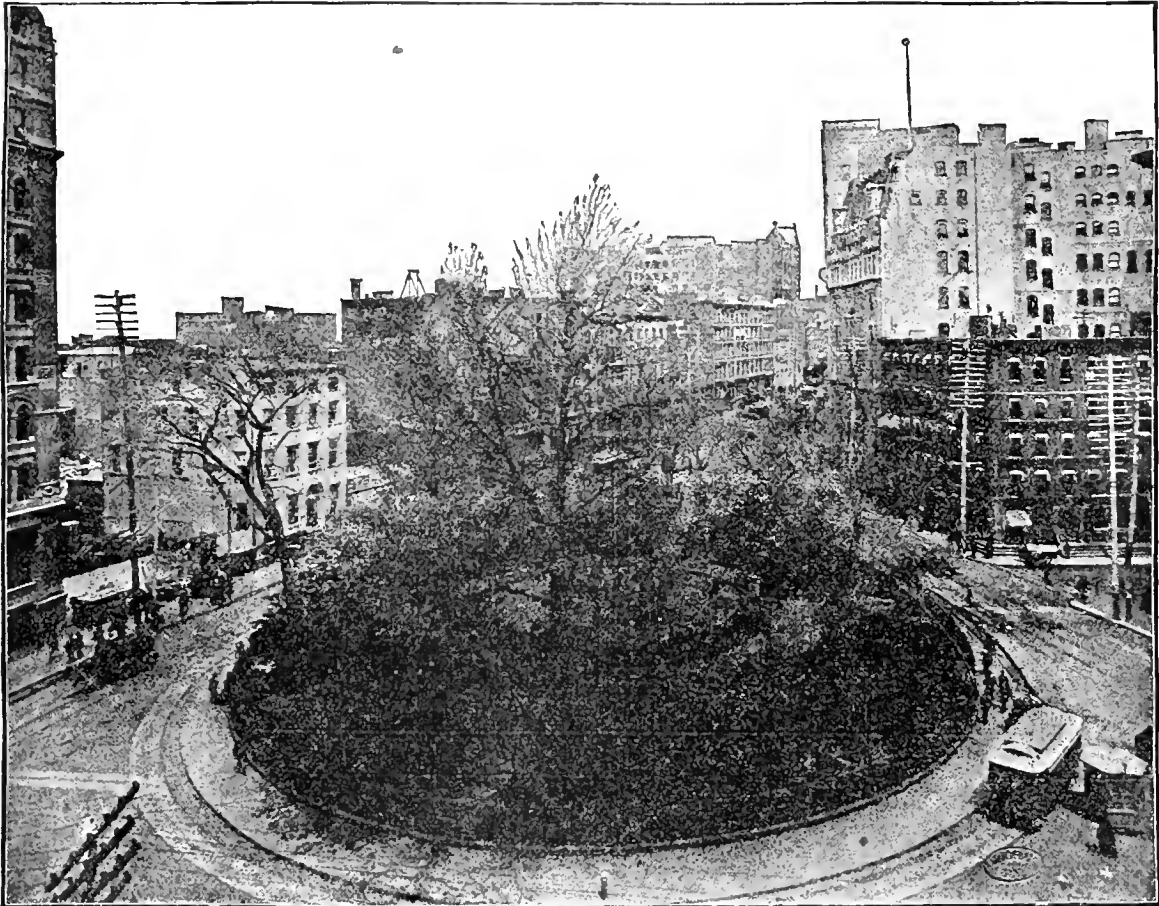
**THE WAVERLY REFINING CO.**, Syrups and Molasses, No. 50 Dey Street.—An examination of the great industries of this city reveals the fact that there are some houses that are justly entitled to be termed representative, by the prominence that they have achieved in their peculiar line of business. In the matter of handling syrups and molasses, The Waverly Refining Company of No. 50 Dey Street have attained to a leading position, having made it a fixed principle to handle only the best and finest commodities in this line. This company was incorporated under the laws of New Jersey at which place they have large factories which are equipped with all the requisite facilities for the refining of their choice products. Previous to its organization in 1880, the business was carried on since 1861 by Mr. M. Hammerschlag, the present president of the company. He is a practical man in all branches of this business, and he has lately concluded to produce and handle specialties, such as Rock Candy syrups and all sweets for manufacturers' purposes, which are acknowledged to be the best and surest on the market, and are in heavy and increasing demand by the trade everywhere. At the New York salesrooms and factory, the company occupy a five-story building, where they carry an extensive stock of goods and all orders are filled promptly. This is a regularly officered concern; the president and manager is M. Hammerschlag, a native of Germany, who has been in the United States since 1857. The vice-president is Mr. J. C. Batjer of New Jersey, and the secretary and treasurer is Charles F. Teigeler, a native of New York. Mr. Hammerschlag started with the concern as an apprentice at fourteen years of age, and the other officers have grown up with him in the business. The goods refined and sold by this company are conceded to be the finest in the market, and are unexcelled for purity, quality and general excellence. The representative position that The Waverly Refining Company now holds, has rendered their establishment a specially interesting feature of metropolitan activity and enterprise, while the house has gained the complete confidence of the mercantile world through the veracity of its officers.

**JOHN FOX**, Manufacturer of Water and Gas Pipes, Office No. 160 Broadway.—Keeping pace with the march of progress, there has been noticeable of late years, a distinct demand for a superior class of water and gas pipes, and the articles akin thereto. And, as a result, marked improvement has been effected in the productions indicated. But while it is worthy of note that most of the pipe, fittings, etc., now on the market have positive features of merit to commend the same to favor, the fact is equally deserving of mention, that for general excellence none yet introduced to public notice give better satisfaction than the productions of John Fox, whose office is at No. 160 Broadway. He is a manufacturer of water and gas pipes of exceptional merit, also wrought iron pipe and fittings, stopvalves, fire hydrants, lamp-posts, etc., with foundry at Reading, Pa., and has a very large business, his trade extending throughout the country. The works, which are extensive, are a well equipped plant which was erected two years ago, having ample steam-power, the latest improved machinery, huge blast furnaces and perfect facilities generally, and employment is there furnished to some three hundred in help, the foundry, which has been in operation since 1848, being one of the oldest and largest concerns of the kind in the United States. The quarters occupied as office at the location above mentioned are commodious and well ordered, and half a dozen clerks and salesmen are employed here. Mr. Fox himself exercising immediate supervision over every detail. All orders for gas and water pipe, from two to forty-eight inches in diameter, are executed in the most expeditious and trustworthy manner; also fire hydrants, lamp-posts, stop valves, wrought iron pipe and fittings and, in short, everything comprehended in gas and water companies' supplies, while the prices quoted are maintained at the very lowest figures consistent with character of productions; and correspondence pertaining to terms, quality, sizes, etc., will receive prompt response. Mr. Fox, who is a gentleman of middle age and a New Yorker by birth, is well and favorably known, alike in commercial circles and in public and social life, and was for several years a member of the State Senate. He is a man of energy and ability, and prior to identifying himself with this prosperous enterprise had been for quite some time a prominent figure in the political affairs of the metropolis and has been elected by his district to two terms in Congress, which he filled with dignity and with credit to both himself and the party he so ably represented.

**EDWIN H. BROWN**, Manufacturer and Importer of Watch and Clock Glasses, Fine Flush and Match Glasses a Specialty, No. 60 Nassau Street, Room No. 1.—Of the many and varied articles that enter into the construction of watches and clocks, the glass parts are by no means least in importance. The manufacture of glasses for the purposes indicated is not only a distinct branch of art, but also constitutes quite an extensive industry in itself in all our great cities. Among the number engaged in this particular line here in New York there is not one who is better known or who sustains a higher reputation for skill and reliability, as few, if any, receive a more liberal share of recognition than Edwin H. Brown, of No. 60 Nassau Street. He is a manufacturer and importer of watch and clock glasses of every description, making a leading specialty of fine flush and watch glasses, and enjoys an excellent patronage, doing a large amount of work for the trade. Mr. Brown, who is a pleasant mannered gentleman of middle age, was born in England, and has resided in this country since 1869. He is a thoroughly practical, expert workman himself, of long and varied experience in the exercise of his art, as well as a man of energy and entire probity in his dealings, and has a minute knowledge of the business in its every feature and detail. He bought out Robinson of No. 85 Nassau Street, about four years ago and moved to the present place No. 60 Nassau Street in 1887. The quarters here occupied (Room 1, second floor) are compact, ample and well equipped, competent assistants being employed, and a large, first-class assortment is constantly kept in stock. Almost all kinds of glasses used in the jewelry trade and kindred branches are made by Mr. Brown and fine fitting is done in the most expeditious and superior manner, all work executed by him being warranted A No. 1, while his prices are invariably as low as is consistent with quality of material and character of work; and all orders receive immediate attention.



**H.** B. GRIFFING'S SONS & CO., Metropolitan Agricultural Works, Farm Implements, Fertilizers, Wheelbarrows, Pumps, Etc., No. 70 Cortlandt Street.—The great farming opportunities of America have never been matched by any country in the world. At the same time there is no class of farmers who have taken a deeper interest in improvements for properly operating their holdings, than the American farmer. The Metropolitan Agricultural Works of No. 70 Cortlandt Street, have manifested this fact, by the wide extent of their business. These works are the property of H. B. Griffing's Sons & Co., they having, in 1888, succeeded Horace B. Griffing, who established the business in 1854. They occupy two five-story buildings, and employ fourteen persons, their functions cover the dealing in farm implements, wheelbarrows, pumps, fertilizers, etc., some of their fertilizers being manufactured upon the premises, while others are made by contract by other manufacturers. Their trade is strictly wholesale, their great and growing business extending from Maine to California and to foreign countries, the bulk of their out-of-town trade being done through commission merchants in various parts of the United States. All of the members of the firm, W. H. and E. B. Griffing and E. P. Bellows, are young gentlemen and natives of Long Island. They have worked earnestly during their two years of business tenure, and thoroughly sustained the high name that the founder of this old and reliable house made. The future of this establishment is assured by the excellent quality of the goods that they carry, while the members of the firm of H. B. Griffing's Sons & Co. are held in the highest esteem in business and social circles.



BOWLING GREEN AND LOWER BROADWAY.

**T**HE BAKER HEATER COMPANY, Car and House Heaters, Office and Showroom, No. 799 Greenwich Street.—There is perhaps no feature of modern progress to which more attention is given than artificial heating. And, as it is needless to observe, notable advance has been made in the direction indicated of late years. What with invention, improvements and sustained effort, a high degree of perfection has been attained in the apparatus for the purposes referred to by some of our leading manufacturers. And in this connection, special mention should be made of car and house heaters of the Baker Heater Company, whose office and showroom are at No. 799 Greenwich Street, which are productions of exceptional merit, being not surpassed for general excellence by anything of the kind on the market. These heaters are about as nearly perfect as science, skill and years of experimenting can make them, and command an extensive sale. Mr. W. C. Baker, the head of this concern, is a gentleman somewhat past the meridian of life, but still active and energetic, an expert in heating appliances, and controls at least one hundred patents pertaining thereto. He is a man of long and varied experience in this line, and prior to the inception of the Baker Heater Company, in 1875, was for some fifteen years senior member of the firm of Baker, Smith & Co., in the same branch of business in this city. The premises occupied at the location above mentioned, comprise four 50 x 75 feet floors, with a neat office and well ordered sales department, and an efficient staff is always in attendance here. A large and varied assortment of car and house heaters is constantly kept on hand, and every article offered for sale is fully warranted, while the prices quoted are certainly very moderate, character of productions considered; and purchasers at this reliable establishment are assured of getting first-class value and satisfactory treatment.



**ARTHUR S. HOYT**, Manufacturer of Glue and Sizing, Office No. 125 Chambers Street.—One of the most enterprising young business men located on this popular trade thoroughfare is Mr. Arthur S. Hoyt, manufacturer of glue and sizing at No. 125 Chambers Street. Mr. Hoyt has been engaged in the present enterprise for the past three years, and by well directed and persevering efforts has reared a prosperous and growing business. The premises at the above address are commodious, well arranged and supplied with all requisite business conveniences and facilities. The production of the establishment comprises superior grades of glue and sizing manufactured expressly for the trade. These articles by reason of their high degree of general excellence have attained an enviable popularity in the market and command an extensive sale throughout this country and for export. Mr. Hoyt is a native of Oswego County, N. Y. He came to this city in 1885, and two years later embarked in the business with which he has since been most successfully identified.

**KEYSTONE WATCH CASE COMPANY**, No. 12 Maiden Lane.—One of the largest establishments in the world engaged in the manufacture of watch cases is that of the Keystone Watch Case Company, of Philadelphia, Pa. This enterprise was inaugurated in 1875, and after some changes the present company was organized in 1885, with a capital stock of \$1,000,000. The company employs a force of eighteen hundred hands at the factory and operates branch establishments in New York and Chicago. The New York house is located at No. 12 Maiden Lane, and is under the experienced management of Mr. John L. Shepherd as agent for the company. The Keystone Watch Case Company have an international reputation as extensive manufacturers of gold and silver watch cases of rich and elegant design in great variety suited to the requirements of all classes of dealers, and commending their own superior merits to the confidence and patronage of the most critical and discriminating of buyers. The leading kinds of watch cases with trade-marks made by this company are the "Keystone" solid gold, "Jas. Boss" extra filled, "Jas. Boss" 14 k. filled, "Jas. Boss" 10 k. filled, "Union" extra rolled plate, "Cyclone" rolled plate, Leader silver and silveroid. The "non-pull-out" bow, burglar-proof, is to be had only upon this company's make of cases. They have numerous other distinguishing features and peculiarities of invention which are secured by patent and are offered to the trade at terms and prices which are safe from successful competition. They are sold extensively in all sections of the United States and are also largely exported to Europe, South America, Mexico, the West Indies, Australia, Canada and other foreign ports. Mr. Shepherd, the agent in this city, was born in Virginia, served in the Union Army from '61 to '64, and came to New York in 1878. He is a member of the U. S. Grant Post, No. 327 G. A. R. of Brooklyn, and of the F. and A. M., and stands deservedly high in social and business circles. Representing this giant corporation in this important territory, Mr. Shepherd is in a position to conduct all operations under the most favorable auspices, and to meet the most exacting demands of a large and critical trade with promptitude, exactness and entire success.

**LOYD PERRY**, Real Estate Broker, No. 171 Broadway.—The rapid progress of the metropolis, and the wonderful development of her real estate interests is largely due to the well-directed efforts of her representative real estate brokers, prominent among whom is Mr. Lloyd Perry, whose office is eligibly located at No. 171 Broadway. This gentleman has been established in the business since 1875, and brings to bear special qualifications, so that those contemplating the purchase of property can fully rely upon his sound judgment and judicious advice to secure the most desirable and remunerative investments. He is thoroughly posted locally, having an intimate and complete knowledge of every section of the city as well as the surrounding country, and offers the most desirable bargains in houses, flats, stores and vacant lots. He is public-spirited and energetic, exercising the soundest judgment in every department of the business and has developed widespread connections, carrying through to a successful issue many important and valuable transactions. He has large lists of properties for sale in all desirable sections of the city, at prices which offer the most substantial inducements to investors, and also does a fine business in house and flat letting. He can readily suit the most exacting tenant, and parties wanting a house or flat should call on him, and he can promptly meet every demand. He negotiates loans on bond and mortgage at lowest rates and for nominal charges, while he is everywhere regarded as one of New York's most progressive real estate brokers having the keenest insight into values present and prospective, and his wide circle of customers place the fullest reliance upon him as an accurate appraiser, and one of the ablest exponents in New York realty. He is ever on the alert to protect the best interests of his customers, and has the brightest prospects of future usefulness and increasing prosperity ever before him. In addition to the above, Mr. Perry is also a member of the bar and attends to his own real estate business.

**MALTBY, HENLEY & CO.**, Manufacturers of Hardware, Plated Ware and Revolvers, and Manufacturers' Agents, No. 20 Warren Street.—A most important and valuable mercantile factor in the great metropolis is the establishment of Messrs. Maltby, Henley & Co., the well-known manufacturers of hardware, plated ware and revolvers, and manufacturers' agents, at No. 20 Warren Street. During its long and useful career this house has brought out many of the most practically useful hardware novelties known to the trade, and which have secured and retained a world-wide demand. The business was established in 1873, by Messrs Maltby, Curtiss & Co., who were succeeded by the present firm in 1885. The main business at the start was the manufacture and sale of Capewell's patent nail puller and box opener. In 1881 they added the business of dealing in plated ware, as sale agents for the Maltby, Stevens & Curtis Co., of Wallingford, Conn., and have since become interested in the house of Otis A. Smith, manufacturer of pistols, at Rockville, Conn., also owners of a factory at Waterbury, Conn., for the production of nail pullers and hardware specialties; and selling agents for the West Silver Co., of Taunton, Mass., manufacturers of hollow ware, and for the William Rogers Manufacturing Co., and Rogers Cutlery Co., Hartford, Conn. The record of the growth of this firm's business is remarkable. The world-wide reputation of its specialties, and the excellence of all the goods it handles, is thoroughly known to the hardware trade. Their giant nail puller is now in general use in large business houses in all parts of this country and in China, Australia, Mexico, South America, Canada and Europe; while there is an increasing demand from the smaller retail houses and from carpenters, plumbers and farmers, as the saving advantage of this tool is brought to their notice. Their numerous other specialties include Capewell's patent diamondized metal knife steels, Woodward's patent glass cutting tools, with diamondized cutters, Delmonico's patent can openers, the new "silver king" rink skates, the Sutton ice skates, the new improved shell ejecting revolver, the new metropolitan police repeater, with patent safety lock, Norwich Pistol Co.'s revolvers, the new safety, hammerless revolvers, the Rogers plated goods, German silver spoons and forks, cocoa and britannia dippers, lemon squeezers, egg beaters, call bells, nutmeg graters, match boxes, nut cracks, ice picks, shears and scissors, wrenches, etc., etc. Nowhere in the United States can be found so reliable and comprehensive a stock of goods in this line as here. It is an immense assortment, and one that reflects the highest credit upon the sound judgment of the proprietors. The firm's commercial relations may be said to extend all over the world, while goods of their manufacture are the standard of excellence everywhere. A corps of talented salesmen represent the interests of the house upon the road, and the largest orders receive prompt and perfect fulfillment. New York's supremacy in commerce is dependent upon the existence of just such houses as this, and the firm of Maltby, Henley & Co. are to be congratulated upon the large measure of success attending their ably and honorably directed enterprise. The members of this responsible firm are Messrs. D. F. Maltby, W. I. Henley and Julius Maltby. The Messrs. Maltby are natives of Connecticut, and reside in Waterbury, where Mr. D. F. Maltby is owner of the Waterbury Needle Co.; and his son, Mr. Julius Maltby, is manager of the firm's factory at Wallingford. Mr. Henley was born in Providence, R. I., was traveling salesman for Messrs. Maltby, Curtiss & Co., and came into the firm in 1885. Their house is one of the most conservative, as well as successful, in the country.

**HERMAN LEVY**, Importer of Diamonds, Carbon and Bortz, Nos. 64 and 66 John Street.—Few departments of commercial and industrial activity have attained greater perfection, or more deserved reputation in New York, than the importation of diamonds, carbon and bortz, a line of trade in which Herman Levy is engaged at Nos. 64 and 66 John Street. This is one of the oldest houses in this line in New York, Mr. Levy having founded his business in 1874. He gives employment to a number of persons and controls a plant which he values at \$12,000. His is one of the largest diamond importing house in the United States. He imports and cuts diamonds and supplies them to the trade, a branch of business which affords him a very large annual profit. He has a fine, neat and modernly appointed floor, 25 x 85 feet, upstairs, and keeps a faultless display of the highest grade of goods. His plant is supplied with the most modern machinery and propelled by steam-power. Mr. Levy was born in Germany, but has been forty years in the United States and is now in the very prime of life. He is a reliable merchant and personally one of the best known and most popular business men in this city. It is hardly necessary to add that he is a man of wide commercial knowledge, as the eminent degree of prosperity he now enjoys affords ample evidence of it.

**THE ADAMS & WESTLAKE COMPANY**, Car Trimmings, No. 115 Broadway.—The present age, notwithstanding its many other distinguishing features, is pre-eminently the railroad age, and the influence and power of this overshadowing institution of this century is felt in every phase of social and commercial life. The furnishing and equipping of car interiors is nowadays a special business, standing on the same plane as any other in the list of staple lines of trade, and the foremost representative of this branch of mercantile activity is the Adams & Westlake Company of Chicago, whose eastern office is located at No. 115 Broadway, under the management of Mr. C. A. Hitchcock who has been the agent for the company at this point for a number of years past. This company has been in operation in Chicago since 1869, and is the consolidation of the Adams & Westlake Manufacturing Company and the Union Brass Manufacturing Company of that city. It is the largest and leading corporation of the kind in the world. It gives steady employment to one thousand hands, and its trade reaches to all portions of the globe. Its output embraces a full line of car seats, car lamps, switch and engine signals, locomotive headlights, car window ventilators, pump and tank fixtures for sleeping cars, door springs, door locks, coach door and switch keys, water coolers, toilet fixtures, lamps and lanterns for general railroad use, burners, faucets, oil tanks, buffet stoves, bell cord fixtures, berth fixtures, mail car trimmings, sash springs, blind bolts, bell hangers, basket racks, spittoons, and all manner of brass work used in car interiors; also street car and platform lights, student lamps and engineers' supplies generally. The goods of this company have received the highest encomiums from railway officers everywhere as the perfection of utility, reliability and excellence, and are the standard in all the markets of the world. Orders received at the New York office are filled direct from the works with the greatest promptness and care, and all transactions are placed on a substantial and satisfactory basis.

**JULIUS SCHUBERT**, Mechanical and Consulting Engineer, Nos. 21-24 State Street, Room 516 Chesebrough Building.—Not many, if indeed, any, among the younger mechanical engineers of this city enjoy a higher reputation for skill and reliability than the gentleman whose name heads the present sketch. He has attained front rank in his profession, and receives a very flattering measure of recognition, doing a large amount of work in designing and constructing asphalt paving machinery, etc. Mr. Schubert, who is a man in the prime of life, was born and educated in Germany, but has been in this country since he finished his education, residing in Brooklyn for a long time. He is a thoroughly practical draughtsman and all round mechanical and consulting engineer, of some twenty years' experience, and is, in short, an expert in all branches of his art. He has been established here since 1888, and during the interim has been steadily winning his way to favor and patronage, achieving a distinct success in the special line above indicated. Mr. Schubert occupies well equipped quarters as office on the fifth floor, Room No. 516 Chesebrough Building, Nos. 21-24 State Street, and has several efficient assistants, exercising immediate supervision himself over every detail of the business. He is prepared to engage in all classes of work comprehended in his line, furnishing designs for all kinds of engines, machinery and mechanical appliances, at short notice, and gives particular attention to asphalt paving machinery. Machinery of every description is constructed to order, likewise, and manufacturing plants are equipped, while professional opinions are rendered, consultations being a specialty; and all work entrusted to this gentleman is certain to be executed in the most expeditious, capable and satisfactory manner.

**STANDARD METAL TIE AND CONSTRUCTION CO.**, No. 15 Cortlandt Street.—Energy and enterprise seldom fail to produce successful results in any branch of commercial industry, and when well directed almost invariably lead to success in all the walks of life. As a noteworthy example of this we would call attention to the comparatively recent industry of the Standard Metal Tie and Construction Co., which was incorporated in 1887 and whose New York office is conveniently located at No. 15 Cortlandt Street. The ties manufactured by this responsible company are in constant service on the Chicago & Western Indiana and Belt railway of Chicago, where the entire traffic of six roads passes over them. They have been endorsed by the leading engineers of the country and the company invite inspection and criticism. Sections of these ties may be seen at Dearborn Street Station, Chicago, and at the home office, No. 15 Cortlandt Street, New York. The ties are also used on the Delaware & Hudson Canal Co.'s R. R. The points of advantage which these ties have over all others may be briefly stated here. First:—It converts the rails and ties into one continuous structure, and each tie assists its neighbor so that the whole has much greater resistance to sinking than wooden ties or other forms of metal ties, where only individual support is had. Second:—Fish plates and angle bars are dispensed with, and the drilling of rails is unnecessary. The rail is held upright and the joints are perfectly smooth without possibility of deflection; thus they ride easy and lessen the wear to both rails and rolling stock. Third:—All the fastenings are operated from the top without any disturbance of the road bed, and if necessary they can be replaced with the least possible labor and expense, while with all the other forms of metal ties, any break of their fastenings necessitates the removal of the tie from the road bed. Fourth:—It is as easy to tamp as a wooden tie, while with other metal ties of inverted section it is all but impossible to get a firm foundation below them when originally laid, and subsequent tamping is impossible. Fifth:—They prevent rails from spreading and upsetting, and, by holding the rail base firmly throughout its entire length, make the breaking of a rail all but impossible—in fact, producing an absolutely safe, elastic, permanent way, upon which the greatest speed can be made with an appreciable saving in motive power, the absence of low joints and the general smoothness of the track being, in the opinion of the best experts, very marked. Sixth:—The cost of laying these ties is much less than wooden ties; actual experiments demonstrating that a gang of men can lay twice as many in the same number of hours. Seventh:—The cost of maintenance is very much below that of the ordinary track of wooden ties, and in the item of road gang wages, at least one-half can be saved. This item alone will extinguish the extra first cost in five years, i. e., crediting the steel ties with the saving in maintenance during five years, and counting the cost of the first renewal of wooden ties and its attendant expenses. Eighth:—If the ultimate life of the steel tie is taken into consideration as well as the economy in its maintenance, the total saving will be upward of six hundred dollars per miles per year, to which must be added that unknown factor—accidents caused by imperfect track, which, to say the least, are expensive. Ninth:—It is the only metal tie that can be applied to a bridge or elevated structure. Tenth:—The Standard Steel Ties are the cheapest metal ties in the market. These ties are manufactured at the Homestead Works of Carnegie, Phipps & Co., at Pittsburg, Pa., but all business is transacted at the New York office. The management is thoroughly enterprising, progressive and liberal, and the business transacted forms an important factor in the commercial activity of the metropolis.

**B**ISSELL CARPET SWEEPER CO., Eastern Branch, No. 103 Chambers Street.—There is not, perhaps, within the wide domain of the arts and manufactures any distinct sphere in which native skill and ingenuity have been displayed to more purpose in this country of late years than in the invention and construction of useful mechanical specialties of a household character. Indeed, in the particular feature of progress indicated, Yankee genius has been long proverbial, the productions of American brain and hand being accorded unequivocal recognition throughout the civilized planet. Notable among the meritorious devices thus referred to are the justly famed carpet sweepers manufactured by the Bissell Carpet Sweeper Co., of Grand Rapids, Mich., with eastern branch, T. W. Williams, manager, at No. 103 Chambers Street, this city, with branch houses in Boston, London, Paris and Hamburg, which have secured an enduring hold on popular favor the world over, owing to the manifest superiority thereof, being articles of exceptional excellence, the Bissell brands, viz.: the Bissell Grand Rapids, Bissell Gold Medal, Superior, Prize, Bissell Cosmopolitan, Standard, Grand, Hall Sweeper, Crown Jewels, Nos. 1, 2 and 3, "Furniture Protector," etc., etc., are by universal consent the ne plus ultra of carpet sweepers, and are, without com-



parison, the most perfect, effective, durable, most easily operated, and altogether superior appliances for the purposes intended ever placed on the market. They command an immense sale throughout the United States, Canada and Mexico, and are exported extensively to Central and South America, Europe, Australia, and, in short, all over the earth, while the demand affords evidence of steady and substantial increase. Besides the articles above noted, the company are also manufacturers of the sweepers formerly manufactured by the Grand Rapids Sweeper Co., and the Michigan Sweeper Co., and the capacity of the works, which are the largest factories of the kind in existence, is about 1,200 sweepers daily. The Bissell Carpet Sweeper Co., of which Mrs. M. R. Bissell is president, C. B. Judd, vice-president, secretary and manager, and M. Shanahan, treasurer, was incorporated under the laws of Michigan about nine years ago and has a paid-up capital of \$300,000, and the signal success that has attended the enterprise from its inception abundantly attests the merit of the productions, as well as the wisdom that inspired the venture. Mr. Williams, the efficient New York representative of the company, has been manager of their eastern branch since the concern was organized, and has charge of the export department likewise. He is a gentleman in the prime of life, and a man of energy and excellent business ability, giving close attention to every detail, and is assisted by several clerks. He occupies commodious quarters as office and salesroom at No. 103 Chambers Street, and carries on hand here always a full sample stock which includes some thirty-five different varieties of carpet sweepers. All orders are filled direct from the factory and from New York and Boston offices, in the most expeditious and trustworthy manner, both for home trade and export, and substantial inducements are offered to dealers and exporters, while correspondence pertaining to prices, goods, etc., receives prompt response.

**A.** S. WHITON, Steel and Iron Rails, Steel Blooms and Steel Rail Crops, Old Rails and Railway Supplies, No. 115 Broadway.—One of the most prominent houses in the United States engaged in the sale of steel and iron rails, steel blooms and steel rail crops is the establishment of Mr. A. S. Whiton located at No. 115 Broadway, who is a general commission merchant for railway supplies. The business was established in 1861 and in the years intervening has developed a business of a character and caliber second to none in the line, and which is co-extensive with the boundaries of the United States. The stock consists of old rails and railway supplies, railroad scrap iron which is handled in car load lots on order. Contracts are made for delivery in the United States, West Indies, South America or F. O. B. English ports. The resources of this house are large, its connections perfected and its facilities unrivaled. Such a house as this proves of inestimable value to a great commercial center, and by its operations conduces greatly to the activity of trade, affording substantial advantages to both seller and buyer. Mr. Whiton is a native of New York, is president of the Citizens Mutual Life Insurance Association and was one of its organizers; before they became embarrassed, he was agent for the Mossy Steel Iron Company, of Worthington, England, and still has a correspondent in London. He has achieved an enviable reputation in our leading financial and commercial circles and is a gentleman of integrity and ability, abundantly worthy of the large measure of success attending his well directed efforts.

**H**ENRY D. McCORD, Grain, No. 94 Broad Street.—Few, if indeed any, among New York's representative grain and feed merchants are better known or maintain a higher standing in commercial circles than the gentleman whose name heads this sketch. He has been prominent in the line indicated for some twenty-one years, and his trade, which is of a substantial character, affords evidence of constant and material increase. Mr. McCord, who is the owner of the big floating grain elevator "Columbia," with a capacity of 80,000 bushels and built by him about a year ago at a cost of \$60,000, being the largest and finest in the harbor, was formerly a member of the firm of Knapp & McCord, established in 1870, and succeeded the same as sole proprietor in 1887. The building occupied by him as office and warehouse on Broad Street is a capacious five-story structure, with ample and complete facilities and a large force of help is employed, while a number of teams deliver throughout the city and suburbs. A heavy stock is constantly kept on hand here, consignments being received regularly from various points in the west, and all orders for anything in the line of grain, meal, mill-feed, etc., are filled in the most expeditious and trustworthy manner. The elevator "Columbia" is 145 feet in length and 65 feet in height. It is propelled by a 250 horse-power engine, and operated by a 150 horse-power engine, and is thoroughly equipped in every respect with all the latest improved machinery, appliances and appurtenances. Special attention is given to filling orders for warm climates, and all correspondence of a business nature receives prompt response, Mr. McCord exercising immediate supervision over every detail himself. The house is conducted on strict business principles, while its management is characterized by energy and sagacity, coupled with liberal and honorable methods, and persons having dealings with this solid and substantial concern are assured of finding the same of an entirely satisfactory character in every instance. Mr. McCord is a gentleman of middle age, and was born in Westchester County, but has been a resident of New York for many years. He is a man of thorough experience in the trade as well as of business ability and enterprise, and is an esteemed member of the Produce Exchange.

**W**M. HARVEY & CO., Manufacturers of Walking Canes, Briar and Wood Pipes, Etc., No. 275 Canal Street.—Very greatly famed for its admirable representation of a trade requiring great and versatile capacity, is the time-honored firm known for the past ten years as Wm. Harvey & Co., manufacturers of walking canes, briar and wood pipes, gold and silver heads of all descriptions, and ivory goods. This flourishing house, which now has a wholesale trade of great volume in all parts of the country and abroad, and employs four hundred skilled artisans at its factory in Philadelphia, was founded more than half a century ago, as Harvey & Ford, and the direction of its affairs during the past decade—since Mr. William Harvey, Mr. E. Osborn and Mr. Watts have constituted the firm personnel—has been in all respects worthy of its aforesaid prestige, and productive of a steady expansion of its already extensive trade. The house has an unrivaled fame for the uniform beauty of its carved work, and also for the constantly introduced novelties of its own creation, alike in the kinds of goods already specifically mentioned, and in umbrella sticks, besides which it has a trade of considerable magnitude in billiard and bagatelle balls, and ivory cut to order. The premises occupied in this city are at No. 275 Canal Street, where the second floor, 25 x 75 feet in size, is heavily stocked with a thoroughly representative assortment of the manufactures of the house, and much business is influenced from this center both in the United States and South America. Messrs. Harvey and Watts are both natives of Philadelphia, while Mr. Osborn is a native of this state, all being well and favorably known in New York City.

**D**URAND WOODMAN, Ph. D., Analytical and Technical Chemist, Laboratory, No. 80 Beaver Street, and No. 127 Pearl Street, Hanover Square.—Few if any, among the analytical and technical chemists of this city sustain a higher reputation for skill and reliability than Durand Woodman, Ph. D., whose office and laboratory are located at No. 80 Beaver Street and No. 127 Pearl Street, (Hanover Square), one block from Wall Street. He ranks at the head of his profession, and the measure of recognition he receives is of a highly flattering character. Mr. Woodman, who is a gentleman in the prime of life, and a New Yorker by birth, is an expert in his line, and prior to going into business on his own account here in 1886, had been chemist of the United States Electric Light Co., for several years. He was graduated from the Stevens Institute of Technology, Hoboken, as a Ph. D., in 1880, studying for some time also at the Berlin (Germany), University, and is the recording secretary of the American Chemical Society. Mr. Woodman occupies commodious and well equipped quarters—three rooms on the third floor—at the location above indicated, with ample and perfect facilities for doing analytical and experimental work. He is prepared to engage in all classes of professional work comprehended in analytical and technical chemistry, giving particular attention to the investigation of patents and processes for inventors and manufacturers, and all business entrusted to Mr. Woodman is certain to be attended to in the most careful, competent and trustworthy manner.

**W**ILLIAMS & CLARK FERTILIZER CO., No. 81 Fulton Street.—This company enjoy a national reputation as manufacturers of the popular brands of fertilizers, viz: "Americus" Pure Bone Meal, "Americus" Ammoniated Bone Superphosphate, "Royal" Bone Phosphate, and "Universal" Ammoniated Dissolved Bones, also, Potato Phosphate, Prolific Crop Producer, "Americus" High Grade Special, for potatoes, cabbage, tobacco, onions, cauliflower and other market truck; Royal Seeding Down Fertilizer, Acorn Acid Phosphate, Acorn Plain Dissolved Bone and other high grade animal bone fertilizers; while they are also extensive importers of agricultural chemicals of all kinds. The business was originally established in 1875, by Messrs. Williams, & Clark, and in 1882 the present company was organized and duly incorporated under the laws of the state of New Jersey. The factory of the company is located at Carteret, N. J., and is equipped with all modern apparatus, machinery and appliances necessary for the prosecution of the business, while steady employment is given to two hundred skilled and expert hands. Under able and experienced guidance this company has made great progress and has manufactured and sold thousands of tons of its unequalled fertilizers. These high grade fertilizers are all sold under a strictly guaranteed analysis as to chemical composition and in no case have the company ever been called on to make good any deficiency. A chemical analysis is however not the only requisite for a good fertilizer, and this company place more confidence in careful selections of crude materials than in the final resulting analysis. It is not so much a matter of the per cent. or pounds of ammonia, phosphoric acid and potash in a ton, but the pounds of those materials which will be readily assimilated by the plant to start and nourish it until fully grown and developed; this is the only satisfactory test of a fertilizer. Worthless material as far as plant food is concerned, is often sold at high prices for fertilizing purposes, merely on its chemical analysis. Farmers will do well to consider these matters before buying, and not to rely too much on cheap material. "Americus" Ammoniated Bone Superphosphate is a complete fertilizer, adapted for general use on all crops and soils, and contains every element of plant food necessary to apply to the soil. It consists entirely of dissolved bones, animal matter, blood, nitrogen salts and sulphate of potash in the purest and most concentrated forms, and united in a combination that practical experience has shown to be of the best adapted for general use. The fertilizers of this company have secured a solid reputation and cannot be surpassed, if equaled, in this country or Europe, for their adaptability to the wheat, potato, tobacco and garden crops, while their high standard is conscientiously maintained. The prices which prevail naturally attract the attention of close and careful buyers, and the goods are in heavy and increasing demand in all parts of the United State and Canada. The president of the company, Mr. H. L. Dudley, is a gentleman of long experience, having been engaged in the business over twenty-five years, and the house with largely increased capital and recently added facilities for manufacturing under such experienced and successful management, has earned and will continue to merit the gratitude of thousands of enlightened agriculturists in all sections of the country.

**J**AS. E. WARNER, The Thermostatic Incubator, No. 19 Park Place, Factory, Elizabeth, N. J.—The leading headquarters in New York for all necessities for the poultry yard is the establishment of Mr. Jas. E. Warner, located at No. 19 Park Place. This gentleman is especially prominent in the trade as the sole licensee, and manufactures under the patents of the Thermostatic incubator, and operates a large factory at Elizabeth, N. J. The business so successfully conducted by him was originally established in 1884 by Mr. E. S. Renwick, the present proprietor succeeding to the control in 1888. In the Thermostatic, Mr. Warner offers an absolutely reliable incubator in every sense of the word. It is automatic in the regulation of the heat, in the moisture supply, and in the ventilation, without complicated mechanism; and there is absolutely no danger of fire occurring from it. It is a machine that may be left entirely alone, twenty-four, or even thirty-six hours, and yet perform all its duties. It requires a minimum amount of attention, ten minutes daily being ample, and any person can run it without previous experience. In the Thermostatic, perfect conditions of hatching are attained, therefore chicks from it are strong and healthy. It is the only incubator in the market to-day that honestly fulfills all the claims made for it. It is guaranteed to be made of the best material, and to give an abundant, automatic supply of moisture. Every machine is complete in all its parts, no extras being required for work. It is a hot water machine, while the common hot air machines cannot be compared to it for practical utility and worth. It is better made than any machine now on the market. Mr. Warner also manufactures the Utility Ventilating Brooder, hot water heating stoves for heating brooders and brooding houses, Utility stoneware drinking fountains, the Utility Egg Tester, Utility feeding trays, Mallory's Improved Hand Power Shell Mill, Swan's standard rooflug, the Utility brand of galvanized steel wire poultry fencing, and necessities for the poultry yard. Orders by mail receive immediate and careful attention, and the business is broadly distributed over the entire country. Mr. Warner is a native of New Jersey, a resident of Elizabeth, and a young man of great business capacity and tact, who aims to make a permanent friend of every customer, and is eminently successful in his laudable endeavor.

**J**OHAN E. PYE, Real Estate, Morse Building, No. 140 Nassau Street.—In taking over the proprietary control of the real estate business he is now conducting, two years ago, Mr. John E. Pye, Jr., came into the possession of a trusted old concern founded by his father, Mr. John E. Pye, twenty years ago, on Elizabeth and Bleecker Streets, the removal to the eligible office now occupied in Morse Building, No. 140 Nassau Street, occurring in November, 1890. The present alert and well informed principal is a young man of New York birth, only twenty-four years of age, but he has had ten years' experience in the house, and has a very versatile and complete knowledge of real estate affairs, is well informed of the more important movements that have taken place, or are taking place in the market, has a very marked aptitude for estimating the present or probable prospective value of city lots, and is conversant with the laws regulating real estate transactions. The specialty of the house is the conduct of negotiations concerning the buying, selling and exchanging of property, of which it handles a general line, both of city and farm property. In addition to this, the family owns property on St. Nicholas Avenue and down town; and the keen and sound discretion and alert business methods displayed in the markedly successful management of its own business has naturally and justly inspired confidence that the affairs of its clients will be arranged in the same profitable manner, a confidence justified by almost uniformly satisfactory results in actual practice. Mr. Pye, who is a resident of this city, is a member of the Seventh Regiment N. G., S. N. Y., and is generally and highly popular.

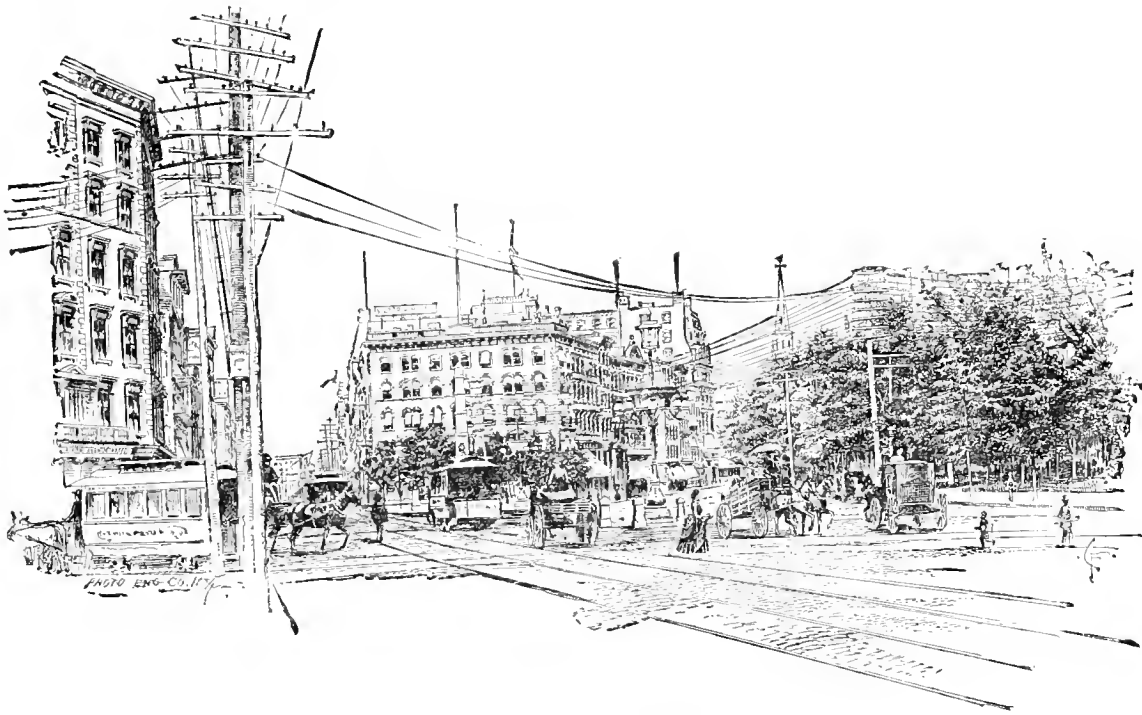
**J.** P. PERRIN & CO., Mill Agents for Upholstered Goods, Etc., Direct from Mills, No. 205 Canal Street.—As a center for the trade in manufacturers' supplies, New York has great prominence, and is a favorite purchasing point. This satisfactory state of affairs is almost wholly to be attributed to the energy and enterprise of the leading mill or manufacturers' selling agents who now form so important a factor for the conduct of business transactions between producer and consumer. Among the more recent acquisitions to this branch of metropolitan commerce ranks the newly organized firm of Messrs. J. P. Perrin & Co., agents for the sale of upholstery goods, whose business premises are located at No. 205 Canal Street. This enterprise was established by Messrs. J. P. Perrin and Henry I. Hart, under the present firm style, at the opening of the current year, and, under existing favorable auspices, it would seem they are destined to achieve a pronounced and permanent success. The firm act as agents for several of the leading Philadelphia carpet and upholstery mills, and supply materials and general woven textile fabrics to the furniture trade. The premises occupied comprise a spacious and commodious floor, 20 x 60 feet in dimensions, giving ample accommodation for the manipulation and display of stock and the general advantageous prosecution of their rapidly increasing business. Both members of the firm are native New Yorkers, young, energetic men of business, and active competitors for legitimate trade in their particular branch of commercial industry.

**H.** B. ACKERSON & CO., Manufacturers of Pocket-Books and Fancy Leather Goods, No. 36 Pine Street.—The extensive trade, extending as it does to all the principal commercial centers in the union, which is now controlled by the reliable firm of Messrs. H. B. Ackerson & Co., manufacturers of pocket-books and fancy leather goods, located at No. 36 Pine Street, has been accorded them chiefly from the fact that their productions are alike, of the most artistic description, of the greatest durability, embracing the finest material and workmanship, and at closely cut prices. The enterprise was initiated in 1887 by the present proprietors, Mr. Harry B. Ackerson and Mr. Rudolf Liède; and the large volume of work in stock and for the trade which they now turn out, is such that ten expert workmen are kept steadily engaged. Bankers' cases, bill books, wallets, collection books, card cases, letter cases, portfolios and kindred articles are manufactured. A large stock of these goods are kept on hand to supply the trade. The firm also keep a large variety of sample leather goods to enable buyers to more easily define their requirements. The two able and experienced principals, Mr. Ackerson and Mr. Liède, give their whole care and attention to the practical working of the business, and are moreover, unremitting in their endeavors to give to patrons unqualified satisfaction in every instance. Mr. Ackerson is a native of this city, while his worthy partner is of German birth, having resided in this country for the past ten years.

**C**HARLES MUNN & SON, Agents for F. Schumacher Milling Company, Akron, O., Choice Cereals, Flour, Etc., No. 41 Water Street.—The leading house in food specialties in New York is that of Charles Munn & Son, who are sole agents for the F. Schumacher Milling Company, of Akron, O., and whose headquarters are located at No. 41 Water Street. The business was originally established here in 1877, by Mr. Charles Munn, and in July, 1890, the present firm was organized by the admission of Mr. Robert W. Munn to partnership. The F. Schumacher Milling Company, represented by this firm, enjoy a national reputation as manufacturers of choice cereals, flour, etc., and Messrs. Munn & Son are their agents for New York, Connecticut, New Jersey and the Southern States. They handle \$750,000 worth of cereals every year, and make a specialty of above mentioned foods, in which commodity they have the largest sales of any house in the city. A very heavy and valuable stock is constantly carried at this point, to the end that no delay may be experienced in the filling of orders, and the trade is supplied in quantities to suit direct from the mills. Orders by telephone, No. 3377 Cortlandt, by telegraph or mail, receive prompt and careful attention, and the business, which is of the most influential and substantial character, grows apace with the lapse of years. Handling a very superior line of goods, liberal and honorable in their dealings, and being, withal, men of energy, sagacity and marked business ability, Messrs. Munn & Son richly deserve the large measure of success they have achieved. The Messrs. Munn are natives of Niagara Falls, N. Y., residents of New York City since 1874, members of the Produce Exchange, and gentlemen of high repute and standing in commercial and social life.

**R.** H. OVERTON & SON, Importers and Dealers in Paper Stock, Office, Room No. 104, Times Building.—Viewed as a commercial factor, the importance of the paper stock interest here in New York can scarcely be overestimated. It constitutes one of the great branches of trade in the metropolis, and grows apace with years. Engaged in the line indicated, there are in this city a number of solid and substantial merchants, prominent among whom are Messrs. R. H. Overton & Son, whose office is located at Room No. 104, Times Building, with packing house at No. 10 James Slip, and whose business connections extend all over the United States. They are importers of and dealers in old paper, rags, wood pulp, chemicals and paper makers' supplies generally, and, altogether, their trade is exceedingly large, handling between two and three thousand bales of paper stock a month on an average. This flourishing business was established about eight years ago by the senior member of the firm, who conducted the same alone up to January 1, 1891, when he admitted into partnership his son, F. C. Overton. They occupy the whole of a capacious five-story building on James Slip, with ample and complete facilities for sorting and packing, and employ from twenty to thirty hands. A heavy stock is constantly kept on hand here, and all orders by telephone (No. 1047 Cortlandt), mail or otherwise, receive immediate attention, while the prices quoted are invariably maintained at rock bottom figures, and figures once entered into with this responsible firm are reasonably certain of leading to a permanent business connection. The Messrs. Overton, who are both New Yorkers by birth, are gentlemen of entire reliability in their dealings, as well as men of energy and enterprise, thoroughly conversant with the wants of the trade, and enjoy an excellent reputation in commercial circles.

**J**. A. PROUT, Engineers' and Steam Users' Supplies, No. 33 Church Street.—New York has the benefit of the most perfected facilities in the great staple lines of goods comprised in engineers' and steam users' supplies through the medium of Mr. J. A. Prout, who is special agent for the best makes of this class of goods, and occupies spacious and commodious quarters at No. 33 Church Street. His is one of the strongest and ablest houses in its line, the proprietor bringing to bear the widest range of practical experience, sound judgment, influential connections and a thorough knowledge of the wants of the industrial and producing interests of this important purchasing point. Mr. Prout established his business here in 1880, and is a recognized leading authority in his line, being an expert civil and mechanical engineer, and has also had large experience in determining the value of newly-opened mines in South America and in all parts of the West and South. He carries at all times a complete and carefully selected stock of supplies for engineers and machinists, and is special agent for the following goods: injectors, steam gauges, vises, taps and dies, files, valves, oil tanks, oil filters, gauge cocks, oiler sets, sight feed oilers, sight feed lubricators, draper oilers, polishing paste, oils, cotton waste, grease, hand lamps, Scotch gauge gloss, pipe covering, leather and rubber belting, packing, lubricators, emery cloth, engine grease cups, shafting grease cups, and oiling device for crank pins, pillow blocks, dynamos, etc., while making specialties of Ferris' Belt Dressing, Perfection Boiler Compound, and all tools and supplies for an engine room or a machine shop. This house controls an immense and influential trade in this city and throughout the surrounding country, and is in a position to guarantee all goods and prices. Satisfaction is invariably given, while the prices cannot be duplicated, quality considered. Many manufacturing concerns in this important territory make all their purchases here, being attracted by the honorable methods in force, the superior and reliable character of the goods handled, and the eminently satisfactory manner in which all their orders are filled. Mr. Prout is a native of northern New York, was a miner in early life, and is regarded as an expert in his business and a thoroughly reliable, painstaking and progressive dealer, worthy of every trust and confidence.



BROADWAY AND FIFTH AVENUE.

**K**IRTLAND, ANDREWS & CO., Wood Mantels, Etc., 46 and 48 Union Square, Fourth Avenue and Seventeenth Street.—In very few departments of manufacture has such progress and marked improvement been made within such a short time, as has been achieved in the matter of interior furnishings, and the homes of those in comparatively humble circumstances nowadays are palatial compared with the stuff-backed, chair furnished apartments of our great-grandfathers. In woodwork, mantels, grates and tiling this improvement has been especially gratifying and some of the products in this line are marvels of artistic beauty. One of the most prominent houses engaged in handling products in this line in the United States, is that of Kirtland, Andrews & Co., limited, whose headquarters are located at Nos. 46 and 48 Union Square, this city. This firm has gained a national reputation for the elegance of its goods, and its trade extends to all parts of the Union. The business was established at the present address in 1884, by the present proprietors, and through their enterprise, experience and executive ability brought to exercise in the management a signal success was attained, and the patronage has continued to grow in volume and influence. The premises occupied are in the most fashionable trade center of the city, and are comprised in a handsome six-story brick building, 50 x 100 feet in dimensions, and admirably equipped throughout. A magnificent stock is carried of wood mantels in original and classic designs, architectural woodwork, plain and glazed vitrified hearth and art tiles, grates, open fire-places, brass fenders, andirons, fire sets, coal hods, etc., embracing hundreds of patterns, and the entire range of prices from the cheapest to the most elaborate. The manufacturing departments are fitted up with special reference to the demands of the business, and contain a fine assemblage of skilful artists and workmen and a superior equipment of labor saving devices which enable the house to execute the most extensive and intricate orders promptly and in the best manner. Estimates are furnished on designs of architects for all kinds of interior woodwork. The members of the firm, Messrs. W. H. Kirtland, E. H. Andrews, C. E. Ensign and E. Kirtland are prominently known business men, thoroughly devoted to their establishment, and it is their steady purpose to lead all competition in their line.



**MANHATTAN OIL COMPANY**, Office No. 51 Front Street, Works, Nos. 419, 421, 423 and 425 E. 112th Street.—The Manhattan Oil Company have a world-wide reputation as manufacturers and sole proprietors of Mason's Sperm, Manhattan Signal, Extra Lard, Tallow and Mystic Coal oils; Refined Tallow and Tallow Stearine, for export and railroad use; also, Sperm, Elephant, Whale, Paraffine, West Virginia, Olive and Cotton Seed oils of all kinds; Machinery, Cylinder and Valve oils for railroads, steamers, woolen and cotton factories, machinery and burning. The company was incorporated in 1852, and is officered as follows, viz.: P. M. Millsbaugh, president; J. B. Carpenter, secretary; J. A. Clusman, treasurer. The works of the company have a productive capacity of one hundred barrels per day, and are the largest in lubricating oils in the country. The warehouse of the company is five stories in height, 32 x 100 feet in dimensions, and is stocked to repletion with the specialties for which the company is so widely noted. The oils of this company are familiar throughout the world wherever machinery is used, and enjoy an unrivaled reputation for high quality, reliability and thorough efficiency. Fine goods are handled and sold exclusively, no competition being ever entered into with low grade and inferior oils which very soon show their injurious effects on machinery, and the aim of the management is to thoroughly satisfy every customer. Agencies are established all over the world, and they export to all foreign countries. The range of business is, perhaps, the most extensive of any in this line of trade. Every modern facility which experience can suggest and ample capital supply, coupled with the highest executive ability and widespread connections, are at hand and properly applied, and the establishment is an honor to its founders and managers, and a credit to the city. The largest orders are filled with remarkable ease and facility, and the wants of all classes of trade are met with success and satisfaction in every instance. The president, Mr. Millsbaugh, is a native New Yorker, who has been engaged in the oil trade since 1848, and came into this company as its vice-president in 1861. Mr. Clusman, the treasurer, has filled that office for thirty years. Both are native New Yorkers. Mr. Carpenter, the secretary, is also engaged in the window shade and upholstery business, and all have given proof of their value to the company by long and devoted service, while they each stand deservedly high in commercial and financial circles.

**THE LODGE & DAVIS MACHINE TOOL CO.**, Manufacturers of and Dealers in Iron and Brass Working Machinery, No. 64 Cortlandt Street, J. W. Carrel, Manager.—This office was opened in January, 1890, and is under the management of Mr. J. W. Carrel, who has had large experience in this branch of business, and is well fitted for advancing the interests of the company in this important territory. He carries a complete stock of the products of the company. This company are widely and deservedly prominent as manufacturers of engine lathes, and cabinet, monitor and speed lathes; shapers, planers, drill presses, milling machines, pulleys, shafting, lathes, etc. Their engine lathes possess various meritorious and practical improvements, which are duly patented, and they hold a high position in the trade, being especially adapted to fine work where a high degree of accuracy is indispensable. They are furnished with any length of bed, and so thoroughly seated and confirmed are they in public favor that the field of usefulness for this favorite lathe is not confined to the United States, although hundreds are in continuous operation throughout the country, but they have been exported to numerous foreign countries, principally to England, Scotland, Germany, France, Russia, China, Japan, Norway and Sweden, and the demand for them is ever increasing, testimonials from eminent firms and corporations bearing evidence to the high character of construction and finish, and perfect accuracy of these and other products of this talented company. The officers and managers are skilled mechanics who have devoted a life-time to their craft, and their practical knowledge of mechanics is thoroughly illustrated by their superior productions. Mr. Carrel, the manager in New York, is a native of Cincinnati, and is too well known to require any comment at our hands, while as regards the reliability of its management in this city it justly merits the excellent record it has permanently attained.

**BARR ELECTRIC MANUFACTURING CO.**, Nos. 17 and 19 Broadway.—Prominent among the manufacturers of novelties and specialties peculiar to their respective establishments in New York, stands the Barr Electric Manufacturing Co., with headquarters at Nos. 17 and 19 Broadway. This company are introducing something new into the market, in the shape of a smoker's set with electric light. It is complete in itself, requires no extra power wires or connections, while the current of electricity is generated by chemical action. The construction is simple in the extreme, and especial care has been taken in the manufacture of these electric lighting batteries, as they are handsome in design, highly ornamental and will take a prominent place among the bric-a-brac of reception rooms, parlors, etc. It occupies a space of but six square inches, can be taken to pieces at will, and just as easily re-adjusted. A child can operate it, as simply by pressing the center rod the current of electricity is generated, and the light is instantaneous. The material to charge the battery can be obtained at any drug store and costs but ten cents, and will run thirty to sixty days. Five thousand lights can be obtained from one charge. With proper care it will last a life-time. Aside from its use as a cigar lighter, this apparatus does away with the use of matches, and the dangerous results and disagreeable odors arising therefrom. It may be made a deodorizer by the addition of a little aromatic spirits to the alcohol, and each time a cigar is lighted pleasant perfumes are diffused through the room. An alarm or call bell, and a medical battery can be attached to the same without interfering with its use as a lighter. The electric lighter and smoking sets, while being a handsome combination, can be furnished separately and at very low prices. Reliable representatives are desired in every state in the Union, and correspondence is invited on the subject. The Barr Electric Manufacturing Co. was incorporated in 1889, under the laws of the state of New York, with a capital stock of \$25,000. The general manager of the business is Mr. D. Misell, the inventor of the electric lighter, who is a native of England and came to this city twenty years ago. He is to be congratulated upon the success of his invention, and will be found a gentleman of reliability and personal worth, with whom it is always pleasant and profitable to deal.

**KEUFFEL & ESSER COMPANY**, Manufacturers and Importers of Drawing Materials, Surveying and Mathematical Instruments, No. 127 Fulton and No. 42 Ann Streets.—Unquestionably the leading house in this country engaged in the manufacture and importation of drawing materials, surveying and mathematical instruments, is that of the Keuffel & Esser Company, whose headquarters are at No. 127 Fulton and No. 42 Ann Streets, and whose factories are located in Hoboken, N. J. This representative house was founded in 1866, by Messrs. W. Keuffel and Herman Esser, both of whom brought to bear ripe experience, marked ability, and the highest scientific attainments. In 1889, the present company was formed, under the management of the original proprietors. The factory at Hoboken is the largest and best equipped of its kind in the country, and steady employment is given to two hundred skilled hands. The managers are recognized authorities in their difficult branch of effort, and as the result of their prolonged and painstaking investigations, radical improvements have been effected in surveying and mathematical instruments, greatly appreciated by the profession, and meeting with the heartiest endorsement of users everywhere. Their transit and leveling instruments for civil engineers and surveyors have numerous perfected appliances and improvements, and are the standard for railroad engineers and land surveyors throughout this and other countries. Their accurate and superior instruments have received first prizes and medals from the most accomplished jury of scientific experts ever brought together in the expositions of the world. Other specialties of their manufacture of superior accuracy, and embracing marked improvements, include mining and reconnaissance transits, tunnel transits, solar transits, and surveying compasses. These meet the demands of nicety and precision, and are standard the world over. They also manufacture the largest line of measuring tapes in the world. At the spacious warehouses of the company in this city is carried an immense stock or draughtsmen's requisites, including strictly first-class German silver instruments and office outfits, and nowhere can railroad engineers, surveyors, and draughtsmen secure such reliable equipments at such moderate prices. Messrs. Keuffel & Esser are natives of Germany, and happily unite the best methods and achievements of the German and American schools, securing to New York the supremacy in this line of scientific endeavor, while both gentlemen are universally respected in social, professional and business circles on both sides the Atlantic.



**A**DOLPH C. WENZEL, Nickel Plating Works, Nos. 41 and 43 Centre Street.—Having the advantage of a license by the United Nickel Company, of New York, the firm of Adolph C. Wenzel is able to adopt processes at its nickel plating works which secure to it a commanding business for the trade in gold, silver, copper and brass, as well as nickel plating, which brings to it also a very influential patronage from all parts of the country. The firm is a well known one of seventeen years' standing, and has achieved a very high reputation for the kind of work referred to, and especially so, as it relates to surgical, dental, telegraphic, and druggists' instruments and appliances, whether highly polished in the solid metal, or plated in either of the manners described. The premises of this prominent and trusted firm are located at Nos. 41 and 43 Centre Street, being provided with the latest devices known to the plating industry, as well as steam-driven machinery for polishing, burnishing, etc., while its staff consists of twelve skilled operators, whose labors are exerted under the immediate guidance of the expert principal, a gentleman of ripe experience in all the details and technicalities of the trade, and who is the inventor of several patents for nickel plating purposes of the highest order. Mr. Adolph C. Wenzel has resided in this city for a great number of years, and has had an experience of nineteen years in this line, and understands its every detail and requirement. Surgical, dental, telegraphic instruments and druggists' sundries are made a leading specialty of the house, in which it excels, which it refers to the following well-known firms with whom he has done business for years: the Western Union Telegraph Company, American District Telegraph Company, Erie R.R., N. Y. C. & H. R.R., E. S. Greeley & Co., George Tiernan & Co., Galvano Faradic Manufacturing Company, Spencer Optical Company, Marvin Safe Company, and various others in the United States. Mr. Wenzel is a typical New Yorker, and was born in one of the old residences on Fulton St., near where the old North Dutch Church stood, in the year 1851. He graduated from the School of the Collegiate Reformed Protestant Dutch Church, which was founded in the year 1633, and early in life established himself in this business, in which he has been very successful, and has, by close attention to the business and by personal supervision of the work, laid the foundation for a competence. He is prominent and popular, a member of York lodge, F. and A. M., and a gentleman of integrity in all his dealings.



**G**EORGE ANSPACH, Manufacturing Confectioner, Nos. 64 and 66 N. Moore Street.—One of the most striking of successful business developments on record in this city is that afforded by the house of Mr. George Anspach, the well-known manufacturing confectioner, at Nos. 64 and 66 N. Moore Street. This house was originally established in a small way in 1885, by Messrs. Anspach & Hengst, the present proprietor succeeding to the sole control January 1, 1890. By reason of the manifest purity and superiority of the product, this house soon developed a trade of enormous magnitude, and in 1890 a removal was made to the present location, where a fine five-story and basement building is occupied, 50 x 100 feet in dimensions, supplied with improved machinery and ample steam power, and having the capacity for turning out three million pounds of confectionery per year. A force of from eighty-five to one hundred skilled hands is engaged here in the manufacture of the best grades of candy and confections, including all the rare, exquisite flavors, so difficult to obtain in their pristine excellence elsewhere, and which have proved a gratifying revelation to the trade. Mr. Anspach has shown great enterprise in widening the field of his styles and novelties in flavors and combinations, and confectioners handling his goods can meet every taste and fancy in pure and wholesome confectionery. He believes in giving the public the best only. He consequently uses only the purest and choicest of sugars, flavors, chocolates, extracts and vegetable colors, all manipulated in the most cleanly scientific manner, by his own processes, with the result that purchasers accept his stamp as proof of quality, and demand it in preference to any other. He manufactures some two hundred different varieties, from penny goods up to the finest chocolates and choicest bonbons, and his trade covers all the cities of the United States, while a fine growing export business is being developed with Europe and South America. The wants of jobbers and dealers are supplied with the greatest promptness and with conscientious care for the best interests of all patrons, and the business is growing rapidly on the substantial basis of merit. Mr. Anspach is a native New Yorker, brimful of enterprise and business push, and, although a young man, has won a success which few old houses have ever approached, and which places him in the van of the trade.

**T**HE RICHARD GRANT COMPANY, Dealers in Cooperage Stock, No. 181 Hudson Street.—From a commercial point of view, the importance of the cooperage stock interest in New York at the present day can scarcely be overestimated. The amount of barrel heads, staves, etc., exported alone from this port annually is something enormous, and the volume of trade grows apace with years. Notable among the representative concerns contributing to the sum of business activity in the line indicated in the metropolis is that of the Richard Grant Company, No. 181 Hudson Street, corner of Vestry Street, with a capacious storehouse at Nos. 28 to 38 Vestry Street, and big store-houses besides at Nos. 170-182 Fourteenth Street, Jersey City, Nos. 171-175 Fifteenth Street, and Nos. 638-646 Henderson Street, Jersey City, and who have an extensive yard and warehouse also at Buffalo. The establishment is one of the oldest and largest of the kind in this city, and has an exceedingly large business extending all over the United States, in addition to a heavy export trade with the West Indies, South America, England, and other European countries. This flourishing enterprise had its inception in 1858, when the business was started in a comparatively small way by Richard Grant, the firm name changing some years later to Richard Grant & Co., and as such it was conducted up to 1889, when the concern was duly incorporated under the laws of the state of New York, with a capital stock of \$250,000, and the present style adopted. The company receive direct from various points in the west, and handle everything comprehended in cooperage stock, employing some fifty in help, all told, while a number of teams are in steady service delivering throughout the city and environs. A carefully assorted and immense stock is constantly carried on hand, comprising heading, staves, hoops and barrel stuff generally, both for liquids and dry products, and all orders for home or export trade are attended to in the most expeditious and trustworthy manner. With unequalled resources, wide-spread business connection and exceptional facilities, the Richard Grant Company are enabled to offer the most liberal inducements, quoting bottom prices, and relations once established with this solid and responsible concern are reasonably certain of leading to an enduring business connection. Mr. Richard Grant, the president of the company, who is a gentleman of full middle age, active and energetic, is a man of the highest personal integrity, deservedly esteemed in commercial circles and in private life, and is one of Jersey City's most respected citizens, while Mr. S. O. Church, the secretary and treasurer, is a young man of energy and entire probity of character, well endowed with the qualifications that bespeak success in business life, and prior to acquiring an interest in the concern, had occupied a responsible clerical position with Mr. R. Grant for a number of years.

**J.** MARSCHING & CO., Importers of Bronze Powders and Metal Leaf, Mineral Colors, Etc., Manufacturers of French and India Gold Paints, No. 27 Park Place.—The position occupied by the paint and chemical trade in this city is such that in compiling a work that covers the general industries of the metropolis, it is necessary to make special mention of a firm which adds materially to the solidity of the enterprises that go to make up the reliable organizations of trade. The house referred to is J. Marsching & Co., of No. 27 Park Place. They established their business in 1868, and are importers of bronze powders and metal leaf for wall paper manufacturers, interior decorators, lithographers and printers, etc., etc., mineral colors and oxides for decorating china, earthenware and glass. They are also manufacturers of the French and India gold paints and have, besides, one of the finest and most complete assortment of artists' materials in the country. They occupy extensive premises at the above address in which they carry a very large stock of goods imported from Germany, England, France and other European countries. They have a large branch at No. 76 Fifth Avenue, Chicago, and employ four commercial travelers in addition to a number of skilled salesmen at their New York establishment. Their trade, which is confined to the United States is very extensive, and constantly increasing as a result of the honorable transactions that have characterized this house since its incipency. The members of the firm include J. Marsching and B. F. Drakefeld, and both of these gentlemen are so widely and favorably known that extended comment is superfluous. Their success has been attained and their fame achieved solely through the merits of their operations which place them so permanently at the head of the various branches of business in which they are engaged, and whatever praise may have been bestowed on their goods has at all times been no more than justly deserved.

**J.** W. VAN DE WATER, Partitions, Desks and Office Fittings, No. 43 Liberty Street.—One of the oldest and best known business enterprises on this great trade artery of the metropolis, is that which is made the immediate subject of the present sketch. This business was established as far back as 1848 by the present proprietor, to whose well directed and spirited management is due the present prosperous attainment and popularity of the enterprise. Mr. Van De Water occupies commodious premises at the above address which are conveniently arranged and supplied with all requisite facilities for the successful carrying on of the business. Here can be obtained desks and partitions of all kinds and everything required for fitting up any business office. Mr. Van De Water is the originator of the office equipment business, and his long experience and unquestioned ability in this line enable him to give the utmost satisfaction to his many patrons. The large and liberal patronage received represents the best city custom and an extensive and highly prosperous, general business is done. Mr. Van De Water was commissioned many years ago by Secretary Seward to prepare cases from purely American woods to contain presents from the United States Government for Queen Victoria, Emperors Napoleon III. and Alexander of Russia, and on another occasion was employed by the French consul to manufacture goods for that country, and has shipped goods to Berlin as well as every section of the world. In competing with the French manufacturers Mr. Van De Water's goods excelled and were used in preference to competing goods made in France. Mr. Van De Water is a member of one of New York's old Knickerbocker families who made the primal settlement of New Amsterdam. He took part in the civil war in the Seventh New York Regiment and also the Forty-seventh of which he was one of the organizers, and is now a member of Abraham Smith Post, No. 435 G. A. R., and of the First Reformed Church, Brooklyn, E. D. Mr. Van De Water is an honored member of the Holland Society of New York, and a respected figure in all circles of this, his native city.

**S.** M. GLADWIN, No. 140 Nassau Street, Room No. 16 Morse Building.—Among the trusted and prominent houses in this city handling paper as manufacturers' agents, that of Mr. S. M. Gladwin not only lays claim to respect as one of the oldest, but can also put forward the more substantial and practical plea that the very prolonged association of its principal with the trade has given him a ripened experience of all that relates to the paper trade, either in its technical or commercial branches, and in connection with every kind and grade, adapted to whatsoever purpose. Mr. Gladwin was originally identified with the business in 1848 as a manufacturer at South Hadley Falls, Massachusetts, but retired some five or six years later, when he adopted his present business in Boston, and came to this city in 1856, at once establishing himself in his now well-rooted venture, which he has built up year by year until it has assumed its present enviably large proportions. Eminent manufacturers of every description and quality of paper for printing, lithographing, maps, etc., in all possible colors, weights, textures and finish of surface are represented on favorable conditions; sales are made direct to consumers at prices that offer great inducements to business, and a brisk trade is done in various parts of the country, though the trade of the house relates principally to this city and its vicinity. Mr. S. M. Gladwin was born in Connecticut, but his prolonged residence in this city (thirty-five years) had made him well and favorably known in his line in New York.

**J.** JOHN H. SLOAN, Paper, Room No. 16, Morse Building, No. 140 Nassau Street.—An enterprise having in itself the elements of success and the clearly defined potency for a flourishing future, is more essentially worthy of kindly comment than an old established business which, trusting to past success, and now neglected, is going to decay. The venture embarked in by Mr. John H. Sloan in January, 1891, as a paper manufacturer's agent, at No. 140 Nassau Street, is very clearly one of the former description, and its alert and markedly business-like young principal has not failed, even in the short time that has elapsed, to make its merits very widely known amongst consumers throughout the city and vicinity. Mr. Sloan has had an experience as salesman in this line extending over nearly fifteen years, and is possessed of a very thorough and versatile knowledge of the qualities and kinds of paper manufactured, and of their market values. He has, moreover, the advantage of representing the most eminent manufacturing houses for each variety of the kind of merchandise handled, and of being placed in a position to offer special inducements to business men. Favored by this, and by his own energy and persistent application, as well as his earnest endeavor to supply exactly what patrons require, a connection of an influential character has been formed from personal association with manufacturers and experience at mills owned by members of his family and one that is developing naturally in appreciation of the rigidly honorable system of business pursued. Mr. John H. Sloan, whose eligible office is on the first floor at the address indicated, is a Kentuckian by birth and now resides in Jersey City.

**C.** CARVER & CO., Cutters of Paper, Cardboard, Labels, Cloth, and all kinds of Lithographed and Printed Work, No. 120 William Street.—Especially progressive, and representative, in the truest and best sense, of the New York houses engaged in the cutting, trimming, binding, perforating, eyeletting, and about a score of other operations on paper, cardboard, cloth, etc., is the firm of Carver & Co., of No. 120 William Street, whose eligible and commanding premises consist of two floors 25 x 100 feet. The enterprise was originally conducted by Walter S. Carver, and commencing its career in the year 1883. The company is now represented by Walter S. Carver and D. B. Trumbull. The premises of the firm have a model equipment of machinery for the cutting of all kinds of lithographed and printed work, for round cornering, scoring, folding and pasting, for punching and eyeletting of every description, and for the perforating and binding of quarter-bound books, electro-motive power being employed to economize labor in every suitable direction. Its staff of twenty employees comprise only well trained men, and the firm is thus not only enabled to insure the best and neatest work of the more usual kinds of specialties in cardboard and paper, for which it is ever ready cheerfully to furnish estimates. One great specialty of the house is the manufacturing of pads, and it keeps in hand a heavy stock of memorandum pads of various sizes and styles. The merits of the establishment have long achieved recognition, and a very brisk and extensive business is done, the promptness in execution of orders so essential to printers and lithographers being a characteristic of the firm, which is no less appreciated than the workmanlike manner in which its goods are sent out.

**T.** B. CLARK & CO., Cut Glass, No. 53 Park Place.—A comparatively newly established agency in New York, representing the American cut glass industry, and one which has very quickly made its mark both locally and throughout the country, is that of T. B. Clark & Co. This agency is the well-known representative of many of the famous glass works which are located in Pennsylvania, and has secured most encouraging recognition by many of the most prominent dealers in glassware throughout the country. The firm has eligible and convenient premises at No. 53 Park Place, where the 1800 feet of floor space occupied is devoted to the display of choice cut glass of which a very full line is carried. The store has fine show windows with large plate glass front, and its internal fittings, with their elegant and nicely arranged show cases is a fitting repository of the wares of the eminent Pennsylvania firms. A choice line of cut glass, table and toilet ware and decorative goods are here shown in large variety, entirely the product of their works, while the prices quoted will bear favorable comparison with those of any competitor.



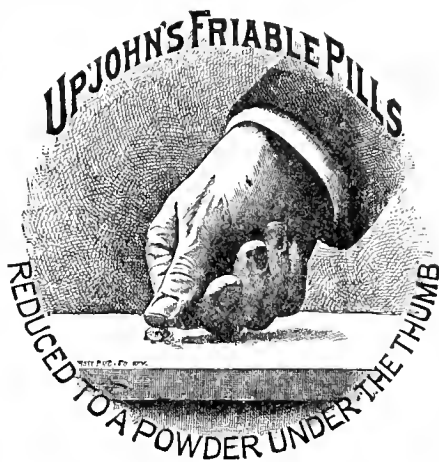
MADISON AVENUE.

**T**HE NORWICH INSULATED WIRE COMPANY, New York Office, No. 58 Cedar Street.—Of all the qualities possessed by copper, iron, brass and steel there is none more valuable for general commercial requirements than that of ductility. This is an important quality in wire, which is so prominent a factor in this age of the telephone and the electric light. But a still more important one affecting its applications to practical electric, is that of purity, which is but a synonym for low electrical resistance or high conductivity, which is always an important consideration with the Norwich Insulated Wire Co. This prominent and progressive house is engaged in this branch of industry. They are patentees and manufacturers of paper insulated telephone, telegraph and electric light cables of highest insulation resistance and lowest static capacity known; water and fire proof wires for leads and dynamo construction; high potential conductors a specialty. The factory of this company is situated at the corner of Lorimer and Bayard Streets, Brooklyn, with New York office at No. 58 Cedar Street. The company was incorporated in 1884, under the laws of the state of New York, with a capital stock of \$500,000, and is officered as follows, Louis D. Beck, president; Anthony Dey, vice-president; J. B. Ather-ton, secretary and treasurer. The plant comprises a four-story building, 60 x 240 feet in size, and other buildings, lead houses, etc., while steady employment is given to a force of seventy workmen. The specialties manufactured by this company are noted for their practical utility, thorough reliability and uniform excellence, and never fail to commend their own superior merits to the confidence and patronage of critical and discriminating buyers. Their wire is undoubtedly the best in the world, and is preferred above all others by such well-known corporations as the New York & New Jersey Telephone Company, the Mott Electric Light & Telephone Co. and others who depend upon this company for all their supplies in this line. A large and growing export trade is also enjoyed with Europe and other foreign countries, and inducements are constantly offered as regards both quality of supplies and liberality of terms and prices which challenge comparison and defy successful competition. The president and vice-president are native New Yorkers, while the secretary was born in England, and came to New York in 1876. All are gentlemen of marked ability and sterling integrity, who have built up an enterprise that is prepared to cope on even terms with its most formidable competitors in any part of the world.

**E.** S. BELKNAP'S SON, Proprietor of Belknap Standard Putty Works, No. 8 Gold Street.—The industrial resources of New York are complete in every particular and no matter what may be required, from "a needle to an anchor," this city is the headquarters for supply in the United States. A notable industry here and one which has been a valuable auxiliary in promoting the growth and prosperity of the metropolis, is that of E. S. Belknap's Son, proprietor of the widely known Belknap Standard Putty Works, located at No. 8 Gold Street, near Maiden Lane. This is the oldest putty establishment in the United States, having been in active operation for two thirds of a century. The enterprise was originally founded in 1825 by E. S. Belknap and was continued by that gentleman up to the year of his retirement, 1870, when he was succeeded by his son, Mr. Dayton C. Belknap, who has since directed the management of affairs with uninterrupted success, and ably maintained the old time reputation of the establishment. The premises used for the industry comprise a five-story building 25 x 100 feet in dimensions, equipped with steam-power, mixers, two mills with great rollers, and all required appliances. Employment is furnished a force of skilled workmen and the products of the house include putty in bulk, putty in bladders, putty in cans, putty in wooden pails and putty in tin pails, brown stone putty, black walnut putty, stove cement, whiting, bolted whiting, gilder's whiting, bolted gilder's whiting, Paris white, bolted Paris white, Rochelle ochre, English venetian red, calcined plaster, dentist plaster, sand paper, chalk, diamond glazier's points, diamond point driver, glazier's points zinc, Moore's calson finish, Johnston's kalsomine, etc. A very large stock is at all times carried and all orders of the trade received from any point in the United States are promptly filled and goods forwarded without delay. Mr. Belknap is a native of New York, a gentleman long prominently known in financial, business and social circles, and he is esteemed as a representative merchant and citizen.

**L.** YNDON P. SMITH, Architect, No. 149 Church Street.—A gentleman who has been eminently successful in this branch of artistic ability is Mr. Lyndon P. Smith. Mr. Smith although yet a young man, has already created a name for himself in his chosen profession and his services are in great demand throughout the city and vicinity. A splendid monument to his skill and ability as an architect is the magnificent Gospel Tabernacle at the corner of Forty-fourth Street and Eighth Avenue, which was erected at a cost of \$125,000. He has also designed the plans and superintended the erection of many of the handsomest private residences in the city. He makes a specialty of designing ecclesiastical and other structural work and is now preparing some strikingly new and original designs in this line. Plans for buildings of any description are prepared at short notice and when required the erection of the buildings will receive his personal supervision. Mr. Smith is a native of this city and is deservedly popular.

**T.** HE UPJOHN PILL AND GRANULE COMPANY, No. 92 William Street.—This company, although not originally a New York enterprise, has been for the past five years identified with the eastern trade through the representation of the prominent New York house of Lazell, Dalley & Co. On account of the recent retirement of this firm from the drug business, and their rapidly increasing trade, the Upjohn people have now established a representative office of their own in this city. They now occupy commodious offices and warehouses at No. 92 William Street, which are in charge of F. L. Upjohn, a young man of western birth, and possessing the characteristics of western push and enterprise. He is rapidly building up a large trade for the company's goods throughout the east and in Europe. The business of this firm is not of a proprietary nature, as the firm name leads many to imply, but consists of the manufacture into pill form of the various formulae, as prescribed by the medical professors of to-day, and are intended for professional use only. Their list comprises, about four hundred formulae, in manufacturing which into pills they display a special process peculiar to and originated by themselves. They have an extensive laboratory in Kalamazoo, Mich., at which place their home office is situated. The officers of the corporation are W. E. Upjohn, M. D., president; J. T. Upjohn, M. D., vice-president; J. M. Gilmore, secretary; and F. L. Upjohn, treasurer. Although they are said to have the largest and most complete plant for the manufacture of pills in the world, yet their present facilities are made greater for their increasing trade, to accommodate which they intend to erect, the coming season, new buildings which will more than double their present capacity. One may gain some idea of their frequently use two tons of quinine their present output from the fact that sulphate per month in the manufacture of quinine pills alone. In this connection, it might be interesting to say a few words in regard to the peculiar characteristics of pills made by the Upjohn process. The process in use by other manufacturers of a formula together, by the addition of mass, which is divided by machinery into with either sugar or gelatine. The principal objection to pills made in this manner, as we understand it, is, that this pill becomes very hard, and frequently therapeutical action of remedies administered, and has caused many physicians to know they were freshly made. The ingredients in the form of dry powder, and to the use of capsule for this purpose, was indirectly a move in the right direction, as it was difficult to inclose the exact amount if carelessly done, the taste is but imperceptible of the drug on the outside of the pill. These possessed many advantages, and tion, the principle objections being that it of drugs called for every time, and that it is still disguised their disagreeable taste, led to the use of capsules. To overcome this objection, W. E. Upjohn, M. D., of the above named firm, who was at the time in active practice in the state of Michigan, made some early experiments, which finally resulted in the perfection of a process whereby an exact quantity of the pill ingredients in the form of a dry powder are inclosed in a very thin and soluble shell or coating, presenting the appearance of an elegantly finished round pill, which is generally conceded to be the greatest advance in modern pharmacy. By crushing one of the pills made by this process, such as a quinine pill, for instance, as graphically illustrated in the adjoining cut, it will be found that they can be readily reduced to powder by pressure under the thumb, showing that the ingredients inside of the shiny coating are in a porous condition, and will be easily assimilated by digestive action. That this enterprise has been a success from the start is attested by the fact that, although on the market but about four years, yet this firm's goods are in general use throughout the United States and Canada, and are rapidly coming into favor in European countries, adding one more to the rapidly increasing list of Uncle Sam's manufacturing industries, capable of maintaining themselves in a foreign market.



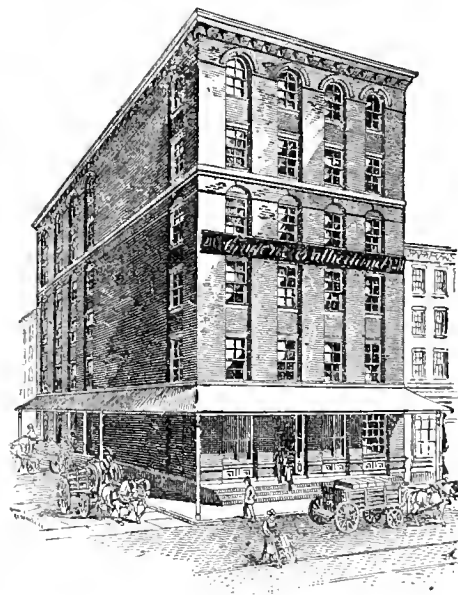
**A.** P. BLIVEN & CO., Yacht Builders and Brokers. Publishers of "The American Yachtsman," No. 26 Beaver Street.—There is no outdoor sport or pastime that has become so permanently popular as yachting, and the great yacht races of recent years have served to heighten the desire for an admiration of this pleasurable pursuit, also for the kindred pastimes of boating and canoeing. So many people being interested in this line, it is but natural that there should be a magazine devoted to their favorite topics, and the place is ably and satisfactorily filled by "The American Yachtsman," published by the Yachtsman Publishing Company, whose office is at No. 26 Beaver Street. This journal was established in January, 1887, and has been conducted with such ability, skill and enterprise that its success has been steady, sure and healthy, and it began the fourth year of its career with a circulation of four thousand copies. It has subscribers in all parts of the civilized globe, and its popularity and influence continues to increase apace. It is elegantly printed on heavy, first-quality paper, in readable type, a relief to the eyes, and the typographical and artistic work displayed in its make-up are perfect in every respect, while its literary and special features are highly commendable. "The American Yachtsman" is the only bona fide yachting magazine published in America or Europe. Its columns are devoted exclusively to yachting and other aquatic sports. It is sold at twenty-five cents per copy, or to subscribers at \$2.50 for twelve successive numbers, at which price it is the cheapest magazine published. Every number contains two photo engravings of prominent yachts, done in the highest order of the art, and printed in delicate photo brown, on heavy satin paper suitable for framing. Every subscriber for "The Yachtsman" will get twenty-four of these beautiful engravings, which alone are intrinsically worth ten times the price of subscription. In addition to this, the twelve numbers of "The Yachtsman" contains over five hundred pages of useful, valuable and official yachting news, or more properly speaking, a complete history of yachting for the year. Unlike any other magazine, the value of "The Yachtsman" is not impaired by time. On the contrary, as a work of reference, and a history of yachting events, arranged in chronological order, its future worth must be apparent. Every lover or patron of yachting, rowing or canoeing should become a subscriber to "The Yachtsman." It will only cost \$2.50 for twelve numbers, and the fund of information obtained for such a small outlay should be a strong incentive for supporting a medium that gives so much in return. The proprietor and editor of "The American Yachtsman" is Mr. A. Perry Bliven, who has had an experience of thirty-six years in yachting matters, having been actively interested therein since fourteen years of age, and he has an expert knowledge of every detail pertaining thereto. Mr. Bliven was born in Rhode Island, and has resided in Brooklyn since 1843. Since 1874 he has been established as a yacht broker, designer, modeler and builder of yachts of every description, also a designer and builder of steam yachts and machinery. During his career he has owned eighteen valuable yachts, and at one time was a member of the yacht clubs in Boston, Brooklyn and Long Island, and was president of the latter club. He has retired from them all. The following craft were among others built from his designs: steam yachts, Meteor, Nautilus, Louisa, Belle H., Edipse; schooners, Republic, Speranza, Meteor, Princess, etc. During the past ten years alone, Mr. Bliven has done \$350,000 worth of work. He is prepared to design, model and build yachts of all classes, embodying speed and sea-going qualities of the highest order. Plans and specifications are supplied on application. As a yacht broker, Mr. Bliven has over six hundred steam yachts and launches, schooner yachts, sloop yachts, cutters, yawls, naphtha launches, cat rigs, etc., for sale, and bargains are at all times available. Mr. Bliven is at all times pleased to receive visitors or communications, and will be found a pleasant gentleman with whom to have dealings.

**J.** JOHN H. EVERS, Wholesale Grocer, and Commission Merchant, No. 340 Greenwich Street.—For twenty-eight years or more J. H. Evers, the well-known wholesale grocer and commission merchant, of No. 340 Greenwich Street, has been engaged in the line indicated in this vicinity. He was formerly senior member of the firm of Evers & Co., established in 1863, succeeding the same as sole proprietor soon after, and for the past twenty-two years has conducted business alone at the present location with uniform success. He handles a general line of staple and family groceries, handling consignments of butter, cheese, eggs and kindred produce, on commission, besides, and altogether his trade is of a substantial character, the total annual sales reaching a handsome figure. The premises occupied comprise a commodious five-story building, with ample and excellent cold storage and other facilities, and an efficient staff of help is employed. A heavy and carefully assorted stock is constantly carried on hand, and includes fine teas and coffees of all kinds, select spices of every description; condiments, dried fruit, canned goods and table delicacies in great varieties; standard grades of sugars, syrups and molasses, best brands of flour, meal, beans, peas, rice, etc. Choice hams, bacon and lard, smoked and dried meats generally, smoked, salt and dried fish, crackers, biscuit, baking powder, soda, saleratus, salt and everything comprehended in grocers' sundries; also prime dairy butter, cheese, fresh eggs and country produce. The prices quoted are always the very lowest consistent with quality and quantity of goods purchased, the most liberal inducements being offered to dealers, and all orders are filled in the most prompt and reliable manner. Mr. Evers was born in Germany, but has resided in this country many years, coming to New York from Augusta, Ga., where he had been in business for quite some time, in 1863, and is an active member of the Mercantile Exchange.

**C.** ARR-LOWREY GLASS CO., No. 35 Warren Street.—There is, perhaps, no distinct branch of the glass industry in which such notable progress has been made of late years as the particular line devoted to the manufacture of druggists' ware and kindred articles. The advance made in the direction indicated during the past decade or two has been especially marked, and a high degree of perfection has been attained in the productions. Indeed, the class of glassware referred to manufactured by some of our leading manufacturers is nothing less than a triumph of science and art; and in this connection special complimentary notice should be given in the present review to the Carr-Lowrey Glass Co., whose factory and main office are in Baltimore, with New York house, Mr. W. Lowrey, general manager, at No. 35 Warren Street, whose goods are in extensive and rapidly growing demand all over the country, owing to the unequivocal superiority thereof. They are manufacturers of druggists', chemists' and perfumers' glassware, also manufacturers and dealers in druggists' sundries, and their productions command an immense sale everywhere, being unsurpassed in any feature of merit by anything of the kind to-day upon the market. The bottles manufactured by the company mentioned are made of the very best material available for the purpose; are of superior finish, perfect stoppering and accurate contents, and are in a word about as near to absolute perfection as it is possible to make such articles. The manufacturing plant, too, is perfectly equipped, the works which are very extensive being supplied with all the latest improved machinery, appliances and appurtenances, and upward of 500 hands are employed. Having in their employ the most competent workmen that can be had in the country, and being within easy access of the raw material of the very best kind, with unequalled transportation facilities, both by rail and water, to all points of the American continent, the Carr-Lowrey Glass Co. are certainly warranted in saying to the trade that they are enabled to produce a better grade of ware listed by them than can be had from other sources, where less attention is paid to quality and the assortment of goods. This flourishing enterprise of which Chas. Hilgenberg is president, Samuel J. Carr, secretary and treasurer, and William W. Lowrey, general manager, was started in 1889, when the concern was duly incorporated under the laws of Maryland, and the signal success that has attended it from its inception abundantly attests the merit of the productions to say nothing of the energy and ability displayed in the management of the business. The quarters occupied as office and salesroom on Warren Street, this city, are compact, ample and well ordered, and a full and fine sample stock is always kept on hand here, including everything comprehended in druggists', chemists' and perfumers' glassware, bottles, vials, glasses, tumblers, glass syringes, funnels and kindred articles in great variety; also a multifarious collection of pharmaceutical, medical and surgical specialties and druggists' sundries generally in this line. Owing to their manifest advantage the firm are enabled to offer substantial inducements to the trade relative to quantity of goods, and the largest orders can be filled from the works in the most expeditious and trustworthy manner, special attention being given to private molds. Mr. Lowrey, the New York representative of the company, is a gentleman of about thirty-five years of age, and a New Yorker by birth. He is a man of thorough experience, as well as of energy and business ability and is fully conversant with the wants of the trade.

**J. C. FRENCH & SON, Manufacturers of Vault and Sidewalk Lights of Every Description, No. 452 Canal Street.**—One of the most important industries allied with, or in a measure depending upon the building and construction trades, is the manufacture of vault and sidewalk lights. As the commerce and trade of our great cities increase, and, as such cities become crowded almost to excess by those eager to take part in the contention for prosperity, it follows, as a natural and orderly sequence, that every foot of ground upon which such cities are built, becomes enhanced in value. So it follows, again, that every artifice has to be employed to put to the best advantage the limited area upon which buildings have necessarily to be constructed. In former times, the sub-basement or cellar of a building could be utilized only for some purpose to which a supply of light and air was but a minor requirement. Since the introduction of the system of lighting notices the cellar, vault, sub-basement or other underground apartment has become improved in value one hundred fold. A prominent metropolitan house engaged in the manufacture of these lights is that of J. C. French & Son, of No. 452 Canal Street. The date of the establishment of this firm was the year 1871, the location of the house being at the time of its foundation in the city of Chicago. The firm, however, regarding the metropolis as the proper theater for their operations accordingly in 1874 transferred their business to New York. Messrs. French and Son have manufactured and attached vault, roof, sidewalk, floor and roof-lights to large buildings in most of the principal cities of the Union, and in many of the prominent buildings on the principal streets and avenues of the metropolis. Among the lights manufactured by this house, especial mention is deserved by the following:—The "Plain Eyebrow" tile, which is adapted to rough usage, and is constructed mainly for warehouses and wholesale buildings. Its main features are cleanness and durability and it is made up with one and one-half inch lenses. The "Smooth Surface" tile is made up with an elastic cement, that yields to the expansion of the glass, ensuring safety and permanence. This tile has twenty-seven glasses to the square foot, the glasses being two and one-quarter inches in diameter, and the cross section of the tile being one inch in thickness. The "Roped Eyebrow" and "Roof Light" tile are excellent specialties, giving satisfaction of the most perfect class, wherever used. In the latter tile the glasses or lenses are adjusted so as to be as near together as possible and the tile has a much larger glass surface to the square foot than any other pressed glass tile manufactured. Messrs. French and Son hold valuable patents on operators for trap doors. These operators are fast coming into general use, their many advantages commending them strongly to the public. By their use the trap door is always fastened, no matter what position it is in. It can never fall or break; can be opened any distance for ventilation, and cannot be opened without a key. Messrs. French and Son trade largely with every section of the United States, and among the many important local structures to which they have applied their lights, especial mention should be made of the Evening Post Building, Harrigan's Theater, and the Brevoort House, Brooklyn. The senior partner of the house, Mr. J. C. French is a native of New Hampshire. He is an able and courteous gentleman, enjoying the esteem of all with whom he has dealings. Mr. George E. French, his son, who claims the metropolis as his birthplace, entered the firm in the year 1896. Mr. French, Jr., has for his salient characteristic an individual shrewdness and capability, which render success in business a certainty. The firm employs over thirty assistants, and the large shop and store, conveniently situated at No. 452 Canal Street, which consists of three stories and basement fitted up with electric power, is constantly stocked with a large and varied assortment of the articles handled and manufactured by this house.

**EUGENE SUTHERLAND, Repacker Foreign Fruits, No. 211 Duane Street.**—A department of industry that has been developed to proportions of immense magnitude in this city during the past three decades, is that of the trade in foreign and domestic fruits, and New York is now one of the leading fruit markets in the world. A house which occupies a prominent position in this line is that of Mr. Eugene Sutherland, No. 211 Duane Street, where he has been located the past four years, and where he is carrying on extensive operations as a repacker of foreign fruit. This is the only house of consequence in the United States engaged in this line, and its immense custom demands the employment of a large number of hands. Mr. Sutherland, whose experience in the fruit trade covers a period of twenty years, established business on his own account twenty years ago, and through the experience, ability and energy brought to exercise in his management of affairs, success was met from the outset, and his patronage has continued to steadily grow in volume. The building occupied for the industry has six floors and basement, the dimensions of each being 25 x 75 feet. The place is admirably equipped with all requisite appliances, operated by steam-power, and every convenience is at hand that would tend to facilitate the transaction of business. Mr. Sutherland personally superintends the operations of his men and repacks fruit of all kinds, making a leading specialty of raisins, prunes, dates, figs, etc. His business is chiefly with fruit commission merchants, and the trade is, consequently, largely local. The facilities of the house are such that it can promptly meet all demands made upon its resources. Mr. Sutherland is a native of New York, is popularly known in trade circles and about town, and he has well won the splendid success he has achieved.



**JOS. MAYER'S SONS, Tobacco, No. 193 Pearl Street.**—One of the oldest houses in this city handling tobacco on a large scale, is that of Jos. Mayer's Sons, founded as long ago as the year 1857, by Mr. Joseph Mayer, and conducted in a manner worthy of its old prestige, since his death, by his son, Mr. Gerson Mayer, who now owns the business. The premises occupied for the business are No. 193 Pearl Street, and consist of a commodious and every way suitably appointed store, 25 x 100 feet in measurement, and carrying a stock replete in every grade of cigar leaf tobacco, which the firm imports with that excellence of judgment born of prolonged experience. The goods carried are not only very comprehensive, but exceedingly large in quantity, to enable the house to meet the demands made upon it from all parts of the United States, its trade being as far-reaching geographically as it is enormous in volume. Buying direct in the best producing markets, it is in a position to offer to the trade very special inducements, and this, in common with its unbroken record of honorable dealing for thirty-three years, has won for it a reputation as a firm which may be looked to as the best and most reliable one with whom to open or to maintain trading relations. Its managing proprietor is president of the Tobacco Board of Trade, and is not only specially intimate with the buying and selling markets, but is regarded by those best qualified to form an opinion, as an exceptionally good judge of the value of leaf tobacco, able to buy to advantage, and ready at all times to allow patrons a generous share of the benefit which accrues. In the busy establishment at Pearl Street is a competent staff of clerks, numbering not unfrequently as many as fifteen, and the important executive duties of the house in connection with its large jobbing and wholesale trade are always promptly performed. Mr. Gerson Mayer is a gentleman of middle age, born in Germany, who came to the United States in 1848, and has served his adopted country both in peace and war, he being a respected army veteran as well as a prominent and esteemed merchant.



**W**ILLIAM GARDNER, Naval Architect, No. 19 Whitehall Street.—The genius and skill of American architects is now recognized the world over. Among those who have won distinction in naval architecture in this city may be mentioned Mr. Wm. Gardner, whose office is located at No. 19 Whitehall Street. Mr. Gardner has been established at this location since 1888, and is considered one of the most responsible and leading naval architects in New York at the present day, and his patronage too, which is of the most substantial and flattering character is fully commensurate with the deservedly high reputation for skill and ability he enjoys. Occupying spacious and finely appointed offices, and assisted by several expert draughtsmen, he devotes close personal supervision to this all important features of the business. He is thoroughly practical, executing plans for naval architecture in the most reliable and excellent manner, and also furnishes designs and estimates for any proposed structure at short notice, he also personally superintends construction when desired. He has drawn plans for United States Naval vessels, and South American Navies, and has done some work for the English Government. All orders are promptly and satisfactorily attended to. Mr. Gardner is a graduate of the Cornell University and of the Royal Naval College of Greenwich. He is devoted to his profession, and is a gentleman of the highest personal integrity, as well as of energetic and excellent business ability, and ranks high among the leading architects of this city.

**W**M. E. SPANGHEIL & SONS, Blank Book Manufacturers, No. 100-102 Reade Street.—No less than forty years of industrial trading stand to the credit of the firm known among the printers, stationers and leading mercantile houses of the city as a reliable blank book manufacturing house under the name of Wm. E. Spangheil & Sons. The enterprise was initiated by Mr. Wm. E. Spangheil in the year 1851, and assumed its present firm name in 1881, when that gentleman's two sons, Messrs. Louis W. and Fred. A. Spangheil were admitted to partnership, Mr. Chas. J. Spangheil also having an interest in the concern. Two floors covering a large area are occupied for the business at Nos. 100-102 Reade Street, duly equipped with all the latest improved machines obtainable, tools and appliances for the manufacture of blank books, numbering, perforating and every other detail requisite in a full plant of their line of business. A large force of skilled workmen are regularly employed. Work is principally done for the trade, and the unbroken record of good workmanship, honorable dealing and unquestionable integrity, secures to the firm the constant orders of many large mercantile, banking, printing and stationery houses. In fact, notwithstanding their lately much increased facilities they find it almost impossible to cope with the rapidly increasing business. Messrs. Wm. E. and Chas. J. Spangheil came from Germany, the land of their birth, to this city forty-two years ago, and the two sons of the former are New Yorkers by birth, and share very fully with their seniors the credit reflected by the old and well directed business.

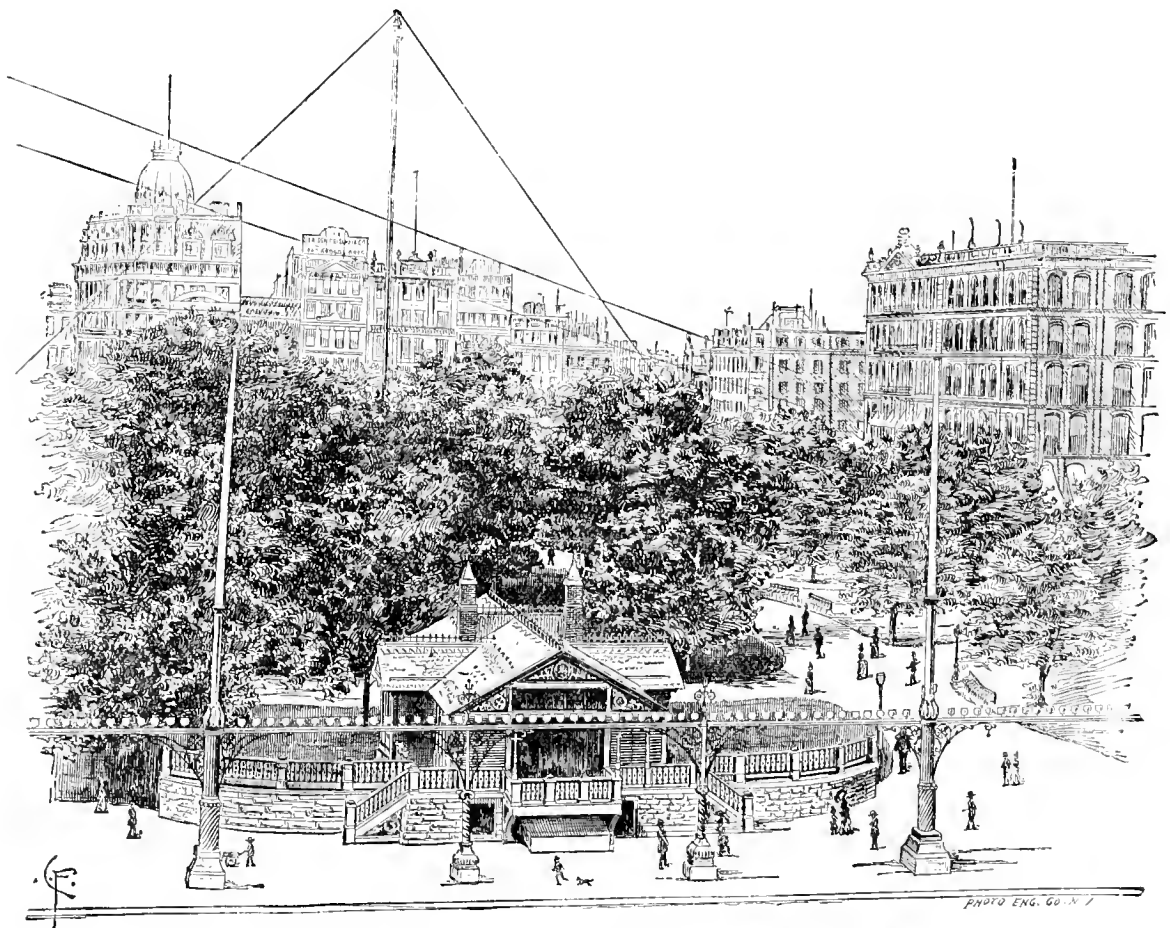
**G**M. VAN OLINDA, Importer and Dealer in Fine Whiskies, No. 18 Harrison Street.—Among New York's leading merchants engaged in the wholesale liquor business there are few, if any, who are more widely or more favorably known in the trade than the gentleman whose name heads this sketch. He is a direct importer of fine wines, brandies, etc., and dealer in choice brands of domestic whiskies; also jobber in teas and cigars, and has a substantial wide-spread business connection extending west as far as Michigan, and south as far as Tennessee and the states adjoining. Mr. Van Olinda, who is a gentleman of full middle age, was born in Albany County, N. Y., but has resided in the metropolis since 1855. He is a man of entire reliability in his dealing, as well as of energy and thorough experience, and has an AI standing in the trade. He has been established over quarter of a century, and in 1870 founded the firm of Besson & Van Olinda, wholesale grocers and liquor dealers, succeeding the same as sole proprietor in 1884. Mr. Van Olinda was originally located on Duane Street, and for some time subsequently had his place of business on Chambers Street, moving later to Harrison Street, and has occupied the present quarters since 1885, being for about four years prior thereto on the opposite side of the street. The business premises here are spacious and commodious, with ample storage facilities in connection, and a large staff is employed in the concern, while eight representatives are kept on the road. A heavy and first-class stock is constantly carried on hand (both in bond and free of duty), and includes fine imported and domestic wines, brandies, gins, whiskies, rums, cordials, bitters and liquors of every description, also select teas and cigars, one of his leading specialties being the G. M. V. O. Fine Old Sour Mash Whiskey attractively bottled and cased. No inferior goods whatever are handled, every article sold by this reliable house being guaranteed, while the prices are maintained at the very lowest figures compatible with quality and quantity purchased, the most liberal terms being quoted to the trade, and all orders receive immediate attention.

**J**SHACK, Importer of Havana and Sumatra Tobacco, No. 178 Pearl Street.—The trade in leaf tobacco in New York City has grown to immense proportions, and involves so much technical knowledge that in order to conduct it successfully it must be handled by experts. When a house has enjoyed a liberal patronage and popularity in this business for a term of years almost equal to a quarter of a century it is evident that its management is characterized by integrity, knowledge and good judgment. Such are the circumstances connected with the history of the popular and responsible house of Mr. J. Shack, desirably located at No. 178 Pearl Street; which was founded originally in 1869 by his father, A. Shack, who conducted it with success and ability until 1881, when it passed into the hands of the present proprietor, under whose enterprising direction and management the business has grown to its present volume and influence, being exclusively wholesale and extending throughout the entire United States, Canada and Europe. The premises occupied for business purposes are amply spacious and commodious, and very appropriately fitted up with every convenience and include an office and salesroom, with ample facilities for the storage, assorting and packing of their large and valuable stock, and employment is given to a sufficient force of skilled and experienced hands. Their stock includes all the different varieties of the very choicest Havana and Sumatra seed leaf tobacco, also a full line of the best varieties of New York, Pennsylvania, Maryland, Ohio, and Wisconsin growths. Having superior connections with growers and shippers in Cuba and Sumatra also in the best tobacco growing regions in this country and handling large quantities, he is prepared to lay before manufacturers the most desirable leaf at prices not easily found elsewhere. Mr. Shack is a resident of this city since 1869. He is a pleasant, enterprising and active young man of excellent business ability and whose social and business record is well worthy of the respect and confidence it commands.

**W**M. SMITH & CO., Gold and Silver Chains, Etc., Nos. 5 and 7 Maiden Lane.—Wm. Smith, Sr. was born in Scotland and had little left him by way of a competence, save the common legacy of her sons, lusty bodies, good health, upright characters and a will that will surmount almost any obstacle that blocks the way to success. He came to the United States for the very sensible reason that it presented the one desirable field for his capital, which consisted almost exclusively of Nature's gifts. They carried him to the front in the rough and tumble fight of life, and thirty-five years ago, he established the house over which his two sons, William and David N. Smith now preside with the same honesty of purpose and shrewd business principles which gave their father such marked success. Their large manufacturing establishment, one of the best equipped and best managed in existence, is located at No. 61 Peck Street, Providence, R. I., where the Messrs. Smith were born and their father started the factory. Here they employ two hundred men, and manufacture the jewelry demanded in supplying their immense trade. Their New York office at Nos. 5 and 7 Maiden Lane is finely fitted up and gives employment to five men, while three are kept on the road looking after the interests of the trade. Gold and silver chains are a specialty in which the house has secured an enviable reputation, its goods having a strong claim in quality, workmanship and designs. The Smith Brothers have high standing in the business circles of New York, are members of the Jewelers' Board of Trade, and in all respects are gentlemen in whose business ability and integrity implicit confidence can be placed.



**W.** H. RANKIN, Manufacturer of Roofing Materials, No. 91 Maiden Lane.—This important and flourishing enterprise, established in the year 1872 by Mr. Rankin, is rightfully considered one of the largest plants of its kind, not only in this city, but in this country. Indeed it would be impossible to locate another such establishment better equipped for carrying on the business, or better provided with the means for executing this class of work, promptly and systematically, than this one. The premises in this city at No. 91 Maiden Lane, comprise the general office and warerooms, located in a capacious store, 35 x 100 feet, with basement facilities. Here is carried in stock a complete line of the various important products produced by the establishment. The factory is located at Elizabethport, N. J., and is a capacious brick building, thoroughly equipped with new and modern machinery and appliances, driven by steam power, and with the outbuildings and yard, covers about eight acres of land. One hundred operatives are employed at these works, engaged in producing those special lines of goods that have given this house a world wide reputation. These special products are roofing materials, rosin sized, and Rankin's patent painted felt for sheathing, roofing pitch, liquid roof paints, patent three-ply brown felting, tarred single two and three-ply felting, and goods of a kindred nature. The leading feature to be noted however, is the celebrated "Empire" brand of water-proof sheathing, made exclusively by this house. It is three feet wide and runs five hundred square feet to the roll. It is warm in winter, cool in summer, but healthful all the year round. It is clean to handle, obnoxious to mice and vermin of every description, is entirely waterproof, and will cover more space for the same money than any other water-proof sheathing. To those of our readers interested in this line of goods we can only say: send for catalogue and price list. The house is known in every section of this country, whither its goods find a ready market. Mr. W. H. Rankin, the sole proprietor, is a gentleman in the prime of life, enterprising, energetic and public-spirited. He was born in Wilkesbarre, Pa., and has given the manufacture of roofing materials deep study since early manhood.



UNION SQUARE, SOUTH FROM THE PLAZA.

**G.** FERNANDEZ & CO., Importers of Havana Leaf Tobacco, No. 206 Pearl Street.—Eminently qualified for the functions of an importer of Havana leaf tobacco, by virtue of his intimate acquaintance with all the details of its growth and curing, in the country of his birth. Mr. G. Fernandez has won for his firm (the "company" being nominal) a very wide and high recognition. The enterprise was founded in this country seventeen years ago, and the extent of patronage now accorded to it is the result of steady and persistent growth year by year, in response to the excellence of its catering in choice leaf, facilitated by its having an establishment at No. 53 Estrella, Havana, and also cultivated by the consistent adherence to the highest code of honor in all its transactions. The New York premises are at No. 206 Pearl Street, and comprise an elegantly appointed office, upstairs, 25 x 50 feet in dimensions. Its big business, numbering customers from all parts of the country, is conducted from that center by a staff of clerks well trained in the business, and under the immediate guidance of the experienced and courteous principal, who gives his individual attention to affairs and spares no pains to maintain the reputation of his house as untarnished as it has been in the past. Mr. Fernandez is a gentleman of middle age, born in Spain, but a resident of this country for the past seventeen years. In social matters as in business affairs he occupies a prominent place, and is universally esteemed by those with whom he is brought into contact.

**P.** & F. CORBIN, Manufacturers of Screws and Builders' Hardware, Nos. 24 and 26 Murray Street.—Half a century of steady progress sums up in brief the history of the widely known and noteworthy firm of P. & F. Corbin, manufacturers of screws and builders' hardware, whose New York warehouse is located at Nos. 24 and 26 Murray Street, their principal office and factories being at New Britain, Conn. This is one of the oldest and largest concerns of the kind in the United States, and its productions command an immense sale throughout the American continent, while they export very extensively also to Central and South America, Europe and Australia, owing to the uniformly high standard at which the same are maintained. Their specialties in fine brass and bronze metal goods are articles of exceptional excellence, noted for beauty of design, efficacy, durability and general features of merit, and are unsurpassed by anything in the line indicated on the market, as the wide and increasing demand therefore abundantly attests. This flourishing enterprise, which had inception over fifty years ago, was duly incorporated under the laws of Connecticut in 1854, and during the entire period of its existence the business has been conducted under the present firm name with uninterrupted success, Mr. F. Corbin, one of the founders, however, retiring from active connection with the firm some years since. The works at New Britain comprise several huge brick structures, operated by full steam-power and completely equipped in every respect with the latest improved machinery, tools and facilities, and over fourteen hundred hands are employed in the factories. Besides the New York house, which is under the efficient management of William Bishop, the firm have a branch in Chicago, likewise, and altogether their trade is something enormous, the total annual sales aggregating a very handsome figure. The premises occupied as office and salesrooms in this city comprise a 50 x 100 feet first floor and basement, and are tastefully fitted up and excellently arranged for the storage and display of stock; and the staff employed here numbers fourteen, exclusive of four representatives selling for the house, outside, throughout the city and vicinity. An extensive and splendid assortment is constantly kept on hand, including screws in every size, style and variety; locks, door-knobs, hinges and a multifarious collection of builders' hardware; also elegant brass and bronze metal goods and kindred articles in great variety, and all orders for the trade are attended to in the most expeditious and trustworthy manner. Bottom prices are quoted.

**J.** UAN CASAS, Importer and Manufacturer of Corkwood and Corks, Juan Sabater, Representative, No. 178½ Water Street.—In the importation of corkwood and the manufacture of corks, the house which, by the general consent of those acquainted with the business, is the oldest in the world, is that of Juan Casas, whose headquarters are in Spain, and who are represented in this city by Mr. Juan Sabater at No. 178½ Water Street. This old and firmly established enterprise was founded in the year 1825 by Antonio Veinjaz, to whom succeeded Veinjaz & Co.; to them, Veinjaz, Huygen & Co.; to them, in turn, Casas & Huygen; and, finally Mr. Juan Casas, as sole proprietor. The head offices of the concern are at San Felu de Guixols, Spain, and branch offices are established at Sevilla, Spain, and at Villa Nova de Portimão, Portugal; and from these the firm's Rotterdam establishment is supplied with corkwood, to suit the various markets of the world and the various purposes for which it is used. Representing so eminent a house the New York agent is able to offer very special inducements to dealers, and a large business is done from this center. At the Water Street premises which comprise four floors, each 25 x 100 feet in superface, a large and comprehensive stock is carried. With so large a stock, and so ample a selection it is no matter for surprise that the house should be able to fill orders and make shipments to all parts of the Union with the commendable promptitude it does, nor that its resources should be called into requisition on a large scale. Mr. Juan Casas is a native of Spain, where he still resides, and Mr. Juan Sabater was also born in Spain, but came to the United States in 1884 and has resided in this city since that date.

**J.** AMES THOMPSON & CO., Valley Falls Flax Mills, Manufacturers of Mosquito Nets, Buckram, Tartan and Twines, No. 129 West Broadway.—This is one of the leading concerns of the kind in the United States, as well as one of the best known, and most prosperous. The business was established twenty years ago by the present proprietors, Messrs. James Thompson & Co. and its management has been marked by push, enterprise and ability. The products of the house have ever been maintained at the highest degree of excellence, and bear a standard reputation in the market, and are in popular demand by the trade. The firm employs a number of traveling salesmen, have resident agents in all the principal cities, and a western office at No. 221 Kinzie Street, Chicago. The mills at Valley Falls are of extensive proportions and equipped with the best improved machinery, and employment is furnished a force of three hundred expert operatives in the various departments, all of whose labors are carefully supervised. The products of the mills consist of mosquito nets, buckram, tartan and twines of all kinds, all made from the best selected materials, in the most finished style of workmanship. The annual output reaches a value of \$300,000 and the trade still continues to increase. The members of the firm are: Mr. James Thompson, and Mrs. R. A. Schoneman, and R. Buchman is manager of the business. Mr. Thompson assists at Valley Falls, where he gives his attention to the management of the mills. All parties connected with this business are of ripe experience, prominently known in commercial and financial circles, and occupy an A 1 standing in the business world.

**J.** OHN H. DOBBS, No. 60 Barclay Street.—One of the leading business representatives in this city is John H. Dobbs, of No. 60 Barclay Street. Established in 1878, he is the important and invaluable agent for A. J. Beatty & Sons, manufacturers of pressed and blown tumblers, of Tiffin, Ohio; the Bellaire Goblet Company, manufacturers of stem and table glassware, Findlay, Ohio; the Riverside Glass Works, manufacturers of table glassware, of Wellsburg, West Virginia, and Gill Bros. & Co., manufacturers of chimneys and reflectors, of Steubenville, Ohio. Mr. Dobbs has also a very fine office at No. 79 Milk Street, Boston, which he personally superintends, making frequent trips between this city and Boston. He carries a full line of samples, including all kinds of glassware, orders for goods being sent to the companies in the various towns named. Mr. Dobbs has also a growing export trade, covering Cuba, Australia, Mexico and the West Indies. His office in New York is 30 x 30 feet and neatly appointed, being located on the second floor. It is a fact worthy of mention that some of New York's most representative business men are natives of the South. Born in Georgia, Mr. Dobbs is now in the prime of life and an energetic, prompt, reliable business man in all of his transactions. He has the distinction of representing some of the most noted glassware manufacturers in America, and all of his goods are of the finest and most reliable grades.

**S**OUTH BROOKLYN SAW MILL COMPANY, Hamilton Avenue, Foot Prospect Avenue, South Brooklyn, N. Y., Manufacturers and Dealers in Yellow Pine, Oak and White Pine Timber, Samuel A. Skead, Manager, New York Office, No. 16 Beaver Street.—Viewed from a commercial standpoint the product of the forest constitutes a factor of surpassing importance in this city, as it is scarcely necessary to remark. The timber and lumber business is in all respects one of the great branches of trade in the metropolis. The exports alone from the port of New York in the course of a year reach immense proportions, and the volume of business grows apace. Notable among the representative concerns contributing to the sum of commercial activity in the line indicated, is that of the South Brooklyn Saw Mill Company, whose New York office, Samuel A. Skead, Manager, is located at No. 16 Beaver Street with mill yards and home office on Hamilton Avenue, foot of Prospect Avenue, South Brooklyn. They are manufacturers and wholesale dealers in yellow pine, oak and white pine timber, Hackmatack timber and knees, and their trade, which is exceedingly large, extends practically all over the world, exporting extensively to the West Indies, Central and South America, Europe and the antipodes. They are, in fact, one of the oldest and largest concerns of the kind in this city and state, and their total annual transactions reach a handsome figure, handling some 30,000,000 feet of timber and lumber a year, on an average. The South Brooklyn Saw Mill Company, of which Jesse C. Woodhull is president, and C. K. Buckley, vice-president and treasurer, was incorporated in 1854 under the laws of the state, with a capital of \$300,000, which has been recently increased to \$500,000, and the New York office was established some three years ago, expressly for the purpose of handling the export business, which has notably increased of late. The premises occupied in South Brooklyn cover ten acres of ground, and are completely equipped in every respect, having ample water front and exceptional facilities generally, while a big force of help is employed. A heavy stock—about 8,000,000 feet—is constantly carried on hand here, and all orders by telephone (call No. 65, Brooklyn) are attended to in the most expeditious and trustworthy manner. The New York office is connected by telephone also, (call No. 40, new), and all communications receive prompt response, several efficient clerks being in attendance, while Mr. Skead exercises immediate personal supervision over every detail of the business done here.

**W.** G. DEAN & SON, Mustards, Etc., Nos. 361 and 363 Washington Street.—The best-known house in the mustard trade of this country is that of W. G. Dean & Son, whose factory occupies a large building at the corner of Washington and N. Moore Streets, this city. The house was founded by J. D. Herron and William G. Dean in 1852. Mr. Herron had been engaged in the manufacture of mustard in England for twenty years previously. He operated a very large factory in London, and sold its products all over Europe. In 1851, he sent for a number of samples of American made mustards, and found them decidedly inferior to those of English manufacture. This discovery satisfied him that there was an opening for the manufacture of good mustard in the United States. He sold out his London business, and transferred his capital to this country. Captain Ludlow, the chief officer of the steamship Ariel, one of a line owned by Commodore Vanderbilt, on which Mr. Herron came to this country, brought Mr. Herron and Mr. Dean together. The latter was then associated with the old established clothing house of Brooks Brothers, who were at that time located on the corner of Water and Catherine Streets. The result of their introduction was a proposition made by Mr. Herron that the two should enter into the manufacture of mustard by the old English process, which had been so successful in Europe. This consisted of drying the mustard seed in a kiln until the fixed oil had been thoroughly dried out. Then it was passed through steel rollers, and the flour separated from the bran by the old style bolting-cloth sieves. Afterwards the flour was allowed to stand for six days in large boxes, in order that the chemical action set up by exposure to the atmosphere might darken the flour to the regulation hue. Herron & Dean were successful from the start in plac-



ing their goods with many of the large jobbing houses in New York, Baltimore, Philadelphia and the New England cities. In the summer of 1854, Mr. Herron died. Mr. Dean bought out the interest of his deceased partner's widow, and continued the business in his own name. In 1855, he invented an improved process for separating the mustard flour from the hulls or bran, which saved a great deal of labor. This consisted in putting about two thousand pounds of mustard seed into large vats, and allowing it to soak there for twelve hours. Afterwards it is put through the processes above described. Owing to the soaking thus received, the bran is much more easily removed from the flour, in fact, a saving of sixty per cent. in labor is made. In 1860, Mr. Dean made still further improvements in the process of manufacture. By these means the fixed oil is separated from the essential oil by a hydraulic pressure. This fixed oil is very valuable as a condiment for salads and for use in feeding signal lights in very cold climates, where other oils chill and thicken. In 1870, he invented a third process for manufacturing mustard by heat, which has proved very valuable, and is protected by patents granted by the English and American Governments. Mustard manufactured by this process will keep in any climate. It is the variety so generally known as Dean's Patent Ardenter Mustard. The flour is cooked in a kettle provided with a jacket filled with live steam. Thus every particle of moisture is expelled from the flour, and when properly cased, it will keep indefinitely, even at the equator. No other mustard made has this quality. In 1877, Mr. Dean added the manufacture of mass and stick licorice to his business. His inventive genius enabled him to make many improvements in this branch. In consequence, the business grew so rapidly that for more than a year past the firm have been from sixty to ninety days behind their orders. Their pure Calabria, branded D. & S., is made from the finest imported Spanish mass. Besides the D. & S. Calabria, they also manufacture several other brands of stick licorice; also various kinds of licorice lozengers and tablets for the druggists' and confectioners' trade. They also sell to the former trade root licorice in bundles of various weights.

**E.** EDWARD BURR, Export Commission Merchant, No. 28 Liberty Street.—Possessed of a very thorough and general acquaintance with various descriptions of merchandise, and their market values, as well as great general commercial aptitude, Mr. E. Edward Burr has been able to build up a gratifyingly large connection for his business as a commission merchant, exporting to Spanish America, since its inception three years ago, a task that has been greatly facilitated by his familiarity with the requirements of that country, he having resided there until the date of his coming to this city eleven years ago. The trade done is on commission, and the steady personal application evidenced by Mr. Burr, together with the soundness of his judgment in selecting such products and manufactures of America as find a ready and profitable sale in the markets to which he exports, has inspired unbounded confidence in the firm, both with houses here who need a foreign market, and with the Spanish-American traders who have customers for our goods; with the result that the house under notice is one steadily and uniformly growing favor in both countries, and Mr. E. Edward Burr, who is a young man of marked energy and enterprise, has the assistance of two employees in the clerical and other work of his office, which is located at No. 28 Liberty Street.

**R.** OBERT K. CARTER, Purchasing Agent, No. 13 Murray Street.—To the manufacturer and the trader alike the purchasing agent who comes between renders signal service, focusing in his house the goods required from a dozen, a score or an hundred manufacturers, required by one trader, and sending them on direct in bulk. That this is especially the case with hardware, an industry cut up into innumerable separate trades, can be testified to by a very large number of the correspondents and patrons of Mr. Robert K. Carter, an eminent purchasing agent for large wholesale firms located in all parts of the United States, who has been conducting a business of this character since 1875 with unbroken success, and to the most unqualified satisfaction of many of the largest manufacturers and trading houses of the country, to whom the services he renders on an insignificantly small percentage make him little short of a benefactor. Mr. Carter was for twenty years here at the head of the firm of Carter, Magill Hardware Company, and the experience he gained during that period, in connection with the extensive and comprehensive business done by that house, added to that which has been acquired while conducting the present enterprise for the past fifteen years, has made him one of the best informed men on hardware matters in the United States. This is freely admitted and widely recognized, and the amount of heavy and shelf hardware handled by the agency is thorough. A character with the favorable terms upon which it enables its clients to do business, while the proportions to which it has now grown, by steady increase year by year, have become such as to give employment to a staff of fifteen assistants. The business was originally founded on Chambers Street, but has been conducted from its present eligible quarters at No. 13 Murray Street for the past three years. The premises there occupied are 25 x 100 feet in extent and admirably arranged to expedite the shipping of the goods, representing every department of hardware, which Mr. Carter's excellent judgment and painstaking labors, exerted in the best interests of his patrons, have brought together. Mr. Carter is a native of Virginia, about fifty years of age, and there is perhaps no gentleman in the city so widely esteemed amongst large buyers and sellers of hardware.

**J.** OHN CASSIDY, Blank Book Manufacturer, Nos. 221, 223 and 225 Fulton Street.—A well organized business in the blank book manufacturing trade, and one equipped in the most modern style is that at Nos. 221, 223 and 225 Fulton (corner of Greenwich Street) of which Mr. John Cassidy is the head. It had its inception in 1881 and was from the first provided with all suitable machinery; but even the past decade has brought with it striking developments, and the firm in question was not content to be among those left in the rear, but brings itself up to date by the employment of electric motive power. Technically its trade is that of blank book manufacturing, but the expression "blank book" is somewhat of a misnomer since the scope of its industry includes the making of all descriptions of account books, manuscript books, diaries, and kindred volumes, many of the machine rulings being of a most intricate character, always most accurately executed to meet the requirements for the particular purpose for which they are intended, while the work is neatly performed, strongly and durably bound, and delivered to customers at prices which will compare favorably with those generally prevailing in the trade. Mr. Cassidy has lately secured the franchise for the manufacture of these now celebrated Philadelphia Patent Flexible Backs for blank books, is prepared to sew and bind them in the best possible manner at short notice and at a greatly reduced price from that formerly charged. Printers and stationers can have sewing done at trade prices and short notice. This is the only blank book that opens and remains absolutely flat without any strain on the binding. The firm's business connections extend to all parts of the country, and the number of operatives employed by it is about twenty-five, the productiveness of their labor being almost indefinitely multiplied by the use of the most improved labor saving machinery. The record of the house as a notably fair dealing one, not only makes it favorably known to patrons but causes it to stand well in what may be called the raw material market of its business, and the great paper houses are glad to cultivate its trade by offering special inducements to business in the shape of the lowest market prices, an advantage to the firm which finds its natural reflection in the rate of charges it makes to its customers in turn. With a spacious floor 32 by 100 feet, it is, moreover, enabled to take full advantage of any fluctuation in the market rate, and to buy forward and stock leading lines whenever prices are low. The enterprising proprietor, Mr. John Cassidy, is widely and most favorably known among commercial men in this city.

**P.** ETERS & CALHOUN CO., Saddlery and Harness, No. 33 Warren Street.—In very few branches of manufacturing has the march of progress wrought such a veritable revolution in the United States during the past quarter of a century or so as the saddlery and kindred lines. Compared with the clumsy and unsightly harness and equestrian outfits in use in this country a generation ago, the superb looking and excellent productions of our leading modern manufacturers are certainly marvels of artistic skill and things of beauty. And while on this subject special mention ought to be made in a review of New York's representative firms of the Peter & Calhoun Co., whose office and salesrooms are eligibly situated at No. 33 Warren Street with factory at Newark, N. J., and whose goods are not only in wide and growing demand in the trade throughout the United States and Mexico but are exported extensively besides to Central and South America. They manufacture fine saddlery and harness of every description, and turn out a class of work of exceptional excellence, their productions being noted for beauty of design, elegance of finish, durability and general features of merit. The manufactory of the company at Newark is a huge structure, equipped with steam power and the most improved machinery, etc., and from three hundred to three hundred and fifty in help are there employed, while a flourishing branch house is maintained in Boston, in addition. The premises occupied at No. 33 Warren Street comprise three spacious floors, and are well ordered and excellently arranged, every department being replete with handsome and serviceable goods. An immense assortment is here displayed, the stock, which is of a most comprehensive and attractive character including carriage, coach, cart and wagon harness, in every size, style, and variety; riding saddles, bridles and equestrian outfits generally, side saddles, cart saddles, collars, leather specialties, horse boots, whips, blankets, sheets, robes and everything comprehended in horse goods and an efficient staff of clerks and salesmen are in attendance, with half a dozen representatives on the road, likewise. The business done is something enormous the vast resources and exceptional advantages enjoyed by the company enabling them to offer substantial inducements to the trade, while every article sold is warranted as to workmanship and material; and all orders are attended to in the most prompt and trustworthy manner. The Peters & Calhoun Co., of which G. Willis Peters is president, Jno. L. Dodge, treasurer, Clarence Peters, secretary and assistant treasurer, and George Peters, general manager, represents the consolidated interests of the old firms of Wooner, Calhoun & Co. of this city and George Peters of Newark (both in business as distinct concerns some twenty-five years), was incorporated under the laws of New Jersey in 1874, the new departure proving eminently successful. All the gentlemen above named are men of energy and thorough experience, and are all active members of the New York Board of Trade.

**T**H. M. HASS, Manufacturer of Fancy Brass Goods, No. 176 Centre Street.—A fancy brass goods manufacturing house that has rendered itself practically indispensable to a large number of light, fancy, cabinet work makers, album and other book manufacturers, and quite a number of distinct, light, industries, is that known from 1876 until September 1890, as "Bolz & Hass," but which passed under the sole proprietary management of Mr. Th. M. Hass on the latter date. Highly ornamental and beautifully finished locks, hinges, catches, clasps and trimmings, specially suited for the kinds of goods named, are manufactured by the firm, and it carries in stock at all times an immense variety of each description in elegant and striking designs, many of which are of its own creation. The distinguishing feature of the establishment, moreover, is the accommodating spirit shown in the manufacture of goods to order, dies and tools being made with great care and precision for any newly designed articles to be introduced, of which any considerable number are required. The trade done is both wholesale and retail; and, favored by the progressive management and talented exponeency of the mechanical branch referred to, the enterprise has grown to large proportions, four spacious upper floors, 25 x 65 feet in expanse, being occupied at No. 176 Centre Street, and no less than fifty or sixty expert mechanics are employed. On the top floor are nickel plating works, the labor there performed relating solely to the goods of this house, which is thereby enabled to send out its work in the most perfect and finished shape. Mr. Th. M. Hass, to whose able guidance the prosperity of the house has always been largely due, and who is still further developing the business, now that it is entirely under his control, is a gentleman of German birth, in the full prime of life, and one who has become widely known and highly valued in this city.

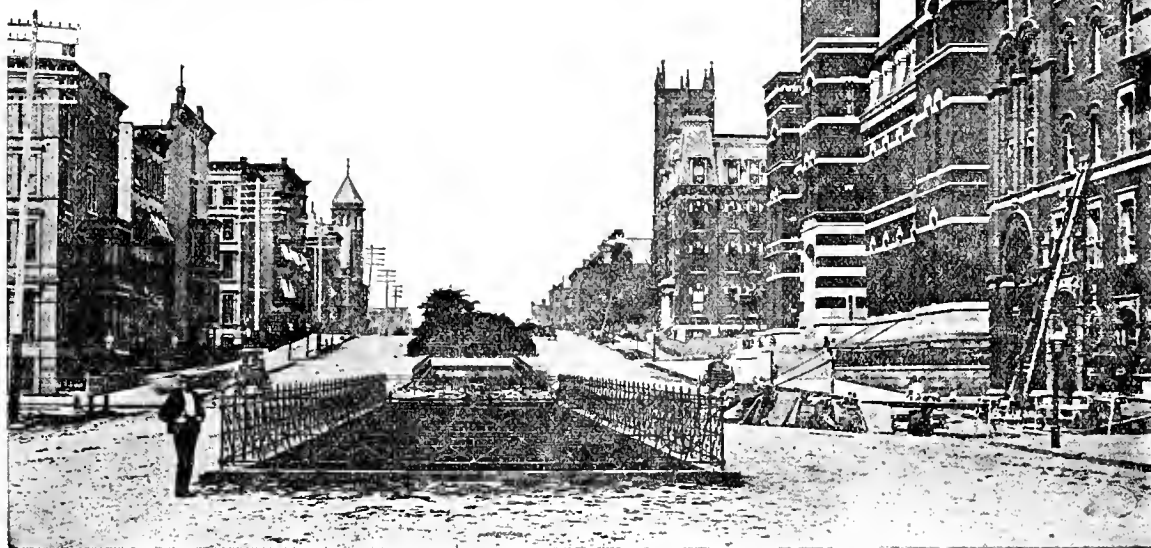
**V**ICTOR BISHOP & CO., Importers of Diamonds, Pearls, Precious Stones, Platinum, for all Manufacturing, Electrical and Laboratory Purposes, No. 12 Maiden Lane, House in Paris, No. 65 Boulevard de Sebastopol.—One of the oldest and most highly responsible firms engaged in the importation and handling of precious stones and metals in New York, is that of Victor Bishop & Co., at No. 12 Maiden Lane. The house was founded by Mr. Victor Bishop as far back as the year 1837, and was conducted by that gentleman until his decease in 1876, when the firm became Victor Bishop & Co., Mr. Richardson becoming the active partner and directing the affairs of the concern on behalf of the various interests involved. The house imports diamonds, pearls and other precious stones; platinum for all manufacturing, electrical and laboratory purposes, in the form of beaten sheet, thin, bar wire from the thickness of a silken thread, upwards, sponge platinum, etc. In the procuring of goods of this kind the firm has distinct advantages, one of them being its direct contact with Europe and Brazil through its branch establishments, and another that it is able to hold a very large and valuable stock, thus being able to supply promptly articles of comparatively rare use that many other houses would have to import to order. The premises at No. 12 Maiden Lane have a center for this particular description of goods which is in effect a storehouse for users throughout the country, and one from which business of immense money value is transacted. They also make a specialty of carbons (black diamonds) for all mechanical purposes, and are headquarters for this particular line of goods, which they import direct from Brazil.

**C**ANFIELD & THOMPSON, No. 12 Morse Building, Corner Nassau and Beekman Streets.—Among the many enterprising and progressive firms of the city engaged in mercantile pursuits, none deserve more conspicuous notice than such as Messrs. Canfield and Thompson, No. 140 Nassau Street, since the daily labors of the principals relate to the materialization—so far as any individual firm can contribute to it—of the dream of every patriotic American, the opening up and developing of trade between this country and South America, thereby creating a market for American goods in all those branches of industry where the supply has outrun the domestic demand, and turning in exchange those products of the South American countries which it would be impossible profitably to raise here. The firm, which would usually be designated manufacturers' agents, might correctly be described as merchants handling every description of merchandise adapted to the requirements of the various countries referred to, having important agencies in many of the principal cities on both the east and west coast of South America. Mr. Thompson, who has taken up his permanent residence in South America, has an office and salesroom in Buenos Ayres, while Mr. Canfield, who usually resides in this city, attends to the business in this country. The firm, which was established in Potter Building, in 1889, and entered its present quarters in May, 1890, has the accredited representation of many eminent manufacturing houses, and has an assured and enduring command of trade in many different lines; the outcome of talented business methods, assiduous attention to every available opportunity, and a well-earned reputation for scrupulously honorable trading. Of the two principals, Mr. Ira Canfield was born in Orange, New Jersey, and Mr. John F. Thompson in Brooklyn. Both gentlemen are highly esteemed in mercantile circles.

**R**EHM & CO., Manufacturers, Wholesale and Retail Dealers in Bunting Flags, Awnings and Tents, Telephone Call, Cortlandt 70, No. 157 Fulton Street.—It is a record of fact that success in any branch or trade, or in any business calling is due not so much to the opportunity offered, as to the ready tact and energy which can take advantage of chances when presented. One of the most successful firms in this city is comprised of Carl Rehm and Geo. E. Koch, comprising the house of Rehm & Co., No. 157 Fulton Street. They are manufacturers, wholesale and retail dealers in bunting, flags, tents and awnings, having two years ago succeeded to the business which Edwin R. Bertine established twenty-two years ago. Rehm and Koch had been with this house since its inception, Mr. Rehm having come from his native place in Germany twenty-three years ago; while Mr. Koch, who is a young man, was born in America. They occupy two floors at the top of the building, and a basement for their office, their space being 30 x 47 feet. Their business each year reaches the sum of from \$30,000 to \$40,000, while they carry \$7,000 of insurance on their stock. They are one of the most reliable houses in this trade. They keep constantly on hand American ensigns of all sizes and make bunting flags of all kinds to order upon short notice. Separate illustrated catalogues of awnings and tents or bunting and silk flags will be furnished upon application. These gentlemen gained their knowledge of flag making under the tutorage of the late Mr. Bertine, who was one of the best flag makers in this city. Their stock of goods is first-class and they employ at least fifteen of the most skillful persons in this line of business, well versed in the performance of their various duties and noted for their honorable business transactions. Messrs. Rehm and Koch have worked their way to the front rank, and stand to-day among the most reliable flag and awning makers in the city.

**W**OOD & PAYSON, Wool Brokers, No. 64 Pine Street.—Few interests of the metropolis exert so strong an influence in its commercial growth and progress as the general commission trade, in which will be found profitably employed large capital and many of the ablest and most enterprising city business men. An old, time honored and representative house to be mentioned in this connection is that of Messrs. Wood & Payson, general commission merchants and wool brokers at No. 64 Pine Street. This well known house was founded as far back as 1860, and from its inception has maintained a representative position in the city trade. The offices at the above address are spacious, finely fitted up and thoroughly supplied with all the modern business conveniences and facilities. The firm do a large general commission business, a specialty being made of wool importing, and no house in the trade has better facilities for promptly and satisfactorily filling all orders for this great staple. Shipments are made direct from the most reputable sources of supply, thus saving the time and expense of a dual handling and the extensive and valuable trade connection of the house enables it to promptly as well as profitably dispose of all consignments and otherwise promote the best interests of its patrons. The house has an old established and eminently desirable clientele, the general business reaching throughout the country is both large and prosperous. Mr. F. Payson is now sole proprietor of the business, Mr. Wood having retired about a year ago, but the old well known title of the house is still preserved. Mr. Payson was born in Europe, but is a native American. His father was at the time United States Consul to one of the Mediterranean ports and his American nativity was secured by being "born under the flag." Mr. Payson has long been a popular figure in city trade circles and is well known as a representative New York commission merchant.

**T**HE LAWTON MANUFACTURING COMPANY, (Incorporated) Sole Manufacturers and Patentees of the Champion Catcher, Etc., No. 75 W. Broadway.—As an inventive people, Americans are unapproached by any other nation in the world. There seems to be no limit to inventive talent, as the records of the Patent Office at Washington show, and new ideas in a materialized form are daily being presented to the public. In this connection we wish to call attention to a company in this city engaged in the manufacturing of meritorious patented specialties. We refer to the Lawton Manufacturing Company, of No. 75 W. Broadway, who are sole manufacturers and patentees of the Champion Catcher, roach and water bug trap. This trap has been endorsed and adopted by the government departments at Washington, D.C., and by the leading steamship companies, bakeries, hotels, restaurants, confectioners and public institutions in the United States. With it no poisonous compounds are used, and it can be used with perfect safety. It will rid dwellings, stores, etc., entirely of roaches or water bugs, and it is admitted to be the best and cheapest trap ever put upon the market. The trap is the invention of Mr. C. H. Lawton, a native of Connecticut, but for twelve years a resident of this city. In October, 1890, the Lawton Manufacturing Company was incorporated, with a capital stock of \$20,000, and the following officers: president and manager, C. H. Lawton; secretary, W. S. Hanford; treasurer, Wm. W. McMurray. The latter are natives and residents of Brooklyn. All three are business men of push, energy and enterprise, and are popularly known in the community. The premises occupied for the industry are of ample dimensions, and have a productive capacity of fifteen gross of Champion catcher traps daily. This trap was awarded the medal and diploma at the American Institute Fair in 1890. Both a wholesale and retail trade is carried on, and the demand supplied is gradually extending to all parts of the world. In addition to handling the Champion trap, the company are manufacturers and manufacturers' agents of light metal and wool patented specialties and novelties. A heavy stock is constantly carried, while all orders received are promptly filled.



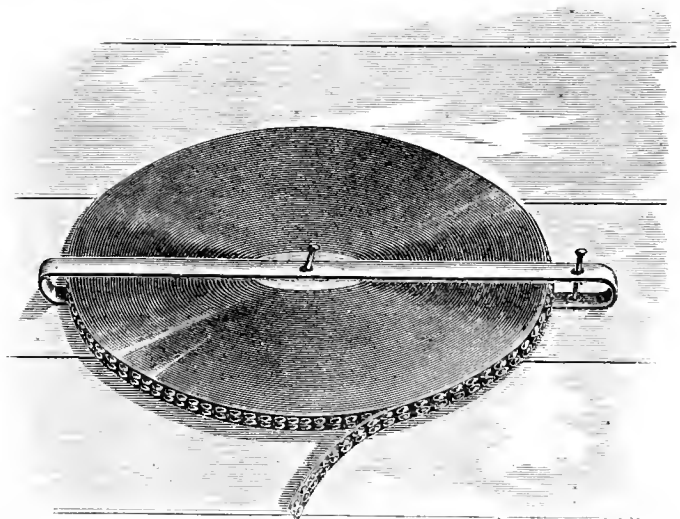
PARK AVENUE, NORTH FROM SIXTY-SIXTH STREET.

**S**ALLADE & LOVELAND, Druggists' Sundries, No. 109 John Street.—In the manufacture of druggists' sundries, a firm highly representative of the many of its kind engaged in this city, is that of Messrs. Sallade and Loveland, importers and manufacturers of druggists' sundries, situated at No. 109 John Street. This well-known and responsible house was established in 1870 by Mr. C. H. Sallade, and after ten years of prosperous and successful trading, this gentleman admitted into partnership Mr. W. F. Loveland; the firm name being then changed to its present style. This firm deals exclusively in the best quality of imported and domestic manufactured goods only, and their trade with both wholesalers and retailers, is now very extensive, reaching as it does to all parts of the United States and Canada, among the most representative dealers. In their manufactures of Perfumed Pearls, Corrective Tablets and various of Loveland's celebrated preparations, the firm are renowned for their specialties, which include hair, nail and tooth brushes, suspensory bandages, thermometers, nail polishers, rubber goods, combs, puffs, extracts, mirrors, whisk brooms, syringes, cork screws, toilet soaps and razor straps as well as many other articles too numerous to mention. The office and manufactory at the location indicated comprise two floors, each 35 x 50 feet in dimensions, fitted with every convenience for facilitating the transaction of the large and important trade carried on. Its carefully selected stock of the various goods dealt in and manufactured is always carried to supply the daily demand, and conspicuous for their variety and excellence of quality are the numerous articles for which the firm are manufacturers' agents; among others being bandages, ivory toothpicks, Irish horn barber combs, toilet pumice and chamouis, Kensington tooth brushes, etc., as well as the far-famed Imperial perfumes for which they are sole agents. Competent assistants are steadily employed, and the credit for the very able and successful conduct of the firm's affairs is due to the two principals, Mr. Sallade and Mr. Loveland, who are both natives of this city and are gentlemen of long experience in this line and now of middle age. They are continually placing new and attractive goods on the market, among their latest and their world renowned Rose-Cardamon Cachous, a confection which has many imitators now. They also manufacture the Baby's Pacifier, which has an extensive sale. About eighteen months ago they became selling agents for the well-known La Imperial Cigar Manufactory of Reading, Pennsylvania, and they have been very successful with their new branch; they also include in their cigar line their medicinal K-Tar cigar, one of the most pleasant and agreeable remedies for catarrh, asthma, cold in the head and kindred complaints. They are very highly spoken of by those who have used them.



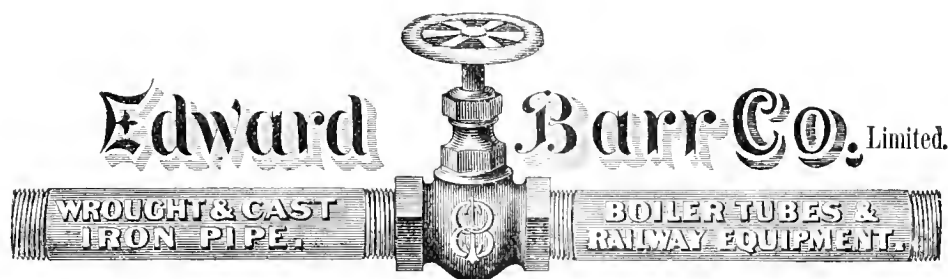
**JOHN J. MANNING**, Practical Paper Maker and Inventor of Paper Machinery and Appliances, Etc., No. 132 Nassau Street.—The name of Manning will ever be honorably identified with the progress and improvement made in the erection of paper mills and the perfection of paper mill machinery. Mr. John J. Manning, of No. 132 Nassau Street, has spent his whole life in paper mills, and has achieved an international reputation as a paper mill expert. Mr. Manning came by his inventive ability and his practical knowledge as a paper maker, by having been thoroughly educated in the science and art of making all grades of paper. He can take the wood from the forest, grasses, straw, and jute, rope, rags, and all fabric material that has been discovered in its crude state and manufacture paper from it and he has superintended some of the largest mills in this country. He is widely recognized as the best judge of the build and practical working value of all machinery in this line, while as an inventor he has made many of the most valuable improvements known to the industry. He established his business in this city in 1882, while he has executed contracts and commissions in every paper-making country of the world. He deals extensively in new and second hand paper mill machinery, ultramarines, anilines, and all grades of colors; felting, jacketing, wire cloth, belting and all paper makers' supplies; while he is prepared to fill all orders for the erection or equipment of paper mills entire. He furnishes complete outfits for every class of paper mills, makes drawings, submits estimates and plans, and makes the interest of every customer his own. He has made over one hundred improvements in paper machinery, among which may be mentioned his combination winders for winding rolls of paper of any widths and diameters which saves time, trouble and paper, and hundreds of which are working all over the world. He has also invented improvements for digesters, which are used for cooking wood fibers under the bi-sulphite processes. This invention consists of a method of and an apparatus for ascertaining the proper degree of temperature for cooking the wood at a given time, according to the fiber required and class of paper it is to be used for, and it works perfectly automatically. He has also invented many other appliances while he is also prominent as an expert in colors for coloring papers. His patronage comes from the best class of trade all through the United States, and no one stands higher in the esteem of the trade or is better prepared to meet promptly and successfully every emergency incident to the business. His methods are enterprising and progressive, he is a constant investigator in this field of skilled industry, and the splendid achievements already effected by him indicate that he will continue to maintain the supremacy in his special field of labor. Mr. Manning was born in London, and came to this country in 1867. He is still in the active prime of life, and a gentleman of broad culture, extended observation and marked inventive genius, who well merits his pronounced and flattering success.

**CARY MANUFACTURING COMPANY**, Cary's Patent Universal Box Strapper, Nos. 41 and 43 Centre Street.—Among firms having quantities of goods to ship Cary's Patent Universal Box Strap has come into very general favor and especially among such as need to consider economy of time in using, economy of first cost, and effectiveness in the due securing of cases; those firms esteeming it most highly who are most critical and exacting in their demand for an article which shall meet all the requirements of merchant and manufacturing houses with whom cost and convenience is a primary consideration. Consequently the Cary Manufacturing Company, which was incorporated two years ago, and has premises at Nos. 41 and 43 Centre Street, is rapidly acquiring a trade of large proportions. The patent strap is put up in coils which can be quickly cut off to any length as desired, and by that means alone effects a saving of from ten to twenty per cent. over the purchasing of straps in pairs, while no punching is required, it being possible to drive nails of almost any kind through the band at any point. Moreover raised beads are provided on the strap at frequent intervals which serve the double purpose of strengthening the edge, and protecting the heads of the nails, thus obviate the danger of the band being wrenched off as so often happens with those of ordinary descriptions. In the manufacture of this specialty the company is alone, its exclusive right to produce the article in question being protected by six different patents relating to box straps, their joints and reels; and the invention secured by patents in the principal foreign countries. The able executive officers of the company are Mr. S. C. Cary, president; and Mr. H. Whitmore, treasurer; and the growing business, which has been promoted, alike by the intrinsic merits of the patented specialty, and by their alert business aptitude, gives brisk employment to a staff of competent workmen. We illustrate here with cut showing manner in which this metal strap is put up in coils ready for use.



**BRADFORD RHODES & CO.**, Bankers' Publications, No. 78 William Street—Essentially and highly valuable to the industrial and mercantile enterprises for which they are specially designed, and, indirectly, to the entire community, are the various really representative trade journals; and, having reference to mercantile institutions whose transactions are at the root of all others, the bankers' publications of Messrs. Bradford Rhodes & Co., may be classed among the most vitally important of all such periodical publications; and the more so, since they are practically the text-books of the banking world, have larger circulations than any other such publications in the country, and find their way regularly into the hands of all the principal bankers of the United States and Canada. The publications in question are: "Rhodes Journal of Banking," a practical bankers' magazine; "The Bankers' Directory and Collection Guide," indexed by States; and "The Bankers' Reference Book," which gives the ratings of banks, private bankers, collecting agents, and brokers, etc., for confidential use. The firm has its own printing plant, but the larger part of the press-work is done by contract, and, for the conduct of the office and editorial branches of its business, occupies a whole floor at No. 78 William Street, the principal being there assisted by ten trained and experienced employees. Mr. Bradford Rhodes, the head of the firm, was for three terms, 1888-1889-1890, a member of the legislature of New York, and made an excellent record. He served with distinction as chairman of the committee on banks and banking. Mr. Rhodes was born in Beaver Co., Pennsylvania, in 1849. He came to New York in 1872, with less than ten dollars in his pocket, and has practically won his way, not only in public life, but in business also. His country home is at Mamaroneck, Westchester county.





## Machinists. Mining. Factory & Steamship Supplies.

78 JOHN STREET,

*New York.*

ONE of those great commercial institutions which are contributing so largely to the mercantile supremacy of the metropolis is that conducted by the Edward Barr Company, Limited, at No. 78 John Street. This company are among the largest dealers in this country in wrought and cast iron pipe, boiler tubes and railway equipment, and machinists', mining, factory and steamship supplies. The business was founded in 1875, by Mr. Edward Barr, and in 1883 the present company was incorporated under the laws of the state of New York, with a capital of \$30,000. The business premises comprise three floors, 25 x 105 feet each, all of which splendid floor space is utilized in the disposal of the immense and varied stock that is constantly carried. The stock includes cast iron gas and water mains, cast iron flanged pipe flanges, faced and drilled and fitted with bolts, nuts and gaskets, stay-bolt tubes with threads and locknuts, sand pipes, blasting tubes, locomotive dry pipes, water grates, drill rods, pipe coils, core barrels, sucker rods, pump plungers, tubular pier piles, hose poles for rubber hose manufacturers; valves, fittings and gauges for anhydrous and aqua ammonia, adapted to ammonia machines for ice making and refrigerating purposes; radiator valves and cocks, improved steam glue heaters, Jenkins' patent valves, Hancock's inspirators for stationary boilers, standard staple brackets, brass gas fixture fittings, patent improved suction and force pumps, hydraulic rams, compression brass work, plumber's brass work, the Davis patent automatic air valves, Acme sewer gas and back water valves, closets and cisterns, Ideal stoneware laundry tubs, Nason's improved vertical tube radiators, Armstrong's adjustable stock and pipe dies, Eclipse pipe cutting machines, special pipe tongs and wrenches, patent combination wrenches, sewer gas and back water traps, Parker's patent parallel swivel vises, improved telescope screw jacks, machine and car bolts, oak tanned leather belting, rubber belting, oil cups, pulley blocks, automatic sprinklers, anvils, hammers, shovels, scoops, files and rasps, blowers and forges, lubricating oils, iron and steel wire cloth, etc., etc. These supplies are the best manufactured and commend their own superior merits to the confidence and patronage of critical and discriminating buyers, while the connections of the house enable them to quote the lowest possible prices. They deal in first-class material only, and will promptly replace any article not found as represented. The business of the company is broadly distributed throughout the entire United States and a large and influential export trade is also enjoyed with South America, Europe, Japan and Canada. The liberal and honorable policy of dealing which characterizes this house is widely appreciated, and none has achieved a finer or more enduring line of trade. The president and founder of the house, Mr. Edward Barr is a prominent member of the New York Metal Exchange and the Chamber of Commerce a gentleman of vast practical experience in the commercial world, and is a Pennsylvanian by birth, a resident of New York since 1867, and served with credit in the war for the Union in the First Pennsylvania Reserves. He is a member of the G. A. R., is a fellow of the American Geographical Society, a member of the American Academy of Political Science, Philadelphia, and of the Long Island Historical Society, a trustee of the Mutual Fire Insurance Company and a director of the Fire Association of New York and one of the early members of the Hamilton Club, Brooklyn, and honored and esteemed alike in business and social circles.

**M**ARITIME MANUFACTURING COMPANY, Patentees and Sole Manufacturers of Eureka Oil Distributing Bag and Portable Oil Distributing Tank, No. 7 Coenties Slip.—This company enjoy a national reputation as patentees and sole manufacturers of the Eureka Oil Distributing Bag and Portable Oil Distributing Tank, for steamships, sailing vessels and life boats. The business was established here on December 15, 1890, and is under the personal management of Mr. Albert Simpson, secretary of the company. The great benefits derived from the use of oil in stormy weather for the purpose of calming the sea or breaking the force of the waves, has long been a subject of world-wide interest. Innumerable experiences are recorded of vessels, cargoes and lives having been saved from the destructive force of waves by the pouring of oil on the troubled waters. The only two perfected inventions which meet this great requirement, with a saving of seventy-five per cent. in oil, and which cannot get out of order, are the Eureka Oil Distributing Bag and Portable Oil Distributing Tank. This is the most desirable and reliable oil distributing bag ever manufactured, and the most effective, as it gives the oil a greater spread on the surface of the sea, and can be regulated to the use of any grade of oil, light or heavy, in cold weather, being made of the best No. 1 Woodbury cotton duck, coated outside with an oil-proof preparation making the bag oil-proof with a saving of seventy-five per cent. in oil. The top is provided with an oil cap to allow filling the bag with oil and screw rings to secure the bag in position. The canvas is secured to hard-wood ends. The bottom is provided with an attachment to regulate the flow of oil as required, and sufficiently heavy to prevent the return of the bag by the waves to the deck if left floating on the water properly secured, and is always ready for use on ships or small boats. Each bag has a capacity of two gallons and when the distributor is turned one quarter on it requires eight hours for the oil to drip out; turned one half on it requires four hours to drip out, and turned on full the oil will drip out in two hours if not congealed. The distributor can be adjusted to suit the condition of the oil, or to regulate the dripping as occasion may require either for more or less oil. The Distributing Tank can be attached to any part of a ship where required and is designed specially for use in ships' closets forward. For use in their Oil Distributors this company furnishes the "X. P. Hurricane Oil," which is manufactured expressly for this purpose. Not being affected by the coldest temperature it commends its use to all mariners for calming the sea. Orders are also promptly filled for life preservers, life belts, life boats, life jackets, life buoys, sea anchors and side ladders for ships. The Oil Distributors of this company are in use on the leading ships, steamships, brigs, barques, pilot boats and schooners along the Atlantic coast. Mr. Simpson, the secretary, is a native New Yorker and a young man of large practical experience in this line.

**F. H. KLUCKEN**, Engraver and Lithographer, No. 96 Fulton Street.—Among the members of the Lithographers' and Artists' Society of New York, who are recognized by the profession as especially skilled in their calling, is F. H. Klucken, who has elegant, well lighted and commodious quarters at No. 96 Fulton Street. Born in Germany, Mr. Klucken wisely determined to find a better field for the remunerative exercise of his skill and genius, and after spending some time in Italy and France came to America and established himself in business in New York in 1865, afterward he engaged in business for a time in Boston, then Buffalo, finally returning to New York in 1878, where his talents have gained him a large and influential patronage, and has since done a large, and flourishing trade. Specimens of Mr. Klucken's workmanship show him to be an engraver of the most versatile gifts and accomplished attainments. He seems equally successful in every branch of the business, from the daintiest to the largest and most elaborate plates. His trade extends throughout the country and includes banks, manufacturing establishments, railroads, steamboat lines and the many secret societies as well as public officials who have need of the first-class work which he produces. His fine color work cannot be surpassed and shows the same superiority as his efforts in other details of his trade. He is a worthy F. and A. M. and a thoroughly reliable business man.

**H. L. WILD**, Fret Work, No. 63 Fulton Street.—One of the attractions of the great busy metropolis is the establishment of Mr. H. L. Wild, the well-known dealer in Mechanical Fret Work Designs, Scroll Saw Machines, Saws, Tools, Woods, Patterns, Clock Movements, Musical Works, Chimes, etc. This house has been in successful operation since 1880. Mr. Wild's latest pattern is the Great Engine Clock, which is a marvel of beauty and artistic workmanship. It runs like a regular engine, is easy to make, and works like a charm. The clock will play every half hour, and then all the machinery will be in motion as long as the music plays. These movements are a new invention and can also be used in the locomotive and the windmill clock. His "Grand Clock" is a master-piece, intended to contain musical works. The twelve apostles will appear at the center door every time the clock strikes; they will remain or pass by the door as long as the music plays. Here are also beautiful and original designs of steamboats, the Eiffé Tower, windmill machinery, mechanical marine engine, mechanical locomotive clock, mechanical fire engine, mechanical windmill clock, horizontal engine, cuckoo clocks, ladies' toilet set with bracket, handkerchief box, upright piano cigar stand, toy furniture, etc. The fancy woods dealt in includes black walnut, white holly, mahogany, birds-eye maple, rosewood, amaranth, satin wood, tulip, red cedar, cherry, ebony, etc. The clock movements furnished by Mr. Wild are of the best make, and warranted good time-keepers. The collection of scroll saw designs ornamental and mechanical patterns, here displayed far surpasses anything of the kind ever before shown in this city. A branch is operated at No. 111 E. Third Street. The catalogues issued by this house are of great interest and value to intending purchasers. Mr. Wild is a native of Germany, a resident of this country for thirty years, still in the prime of life, a member of the G. A. R. and highly esteemed in this community for his inventive genius, artistic taste and great practical skill.

**S. M. LEONARD**, Representing The H. M. Loud & Sons Lumber Company, No. 39 Dey Street.—This gentleman established himself here as a commission merchant in 1886 with an office at No. 39 Dey Street, and represents the H. M. Loud & Sons Lumber Company of Michigan and several large California companies. He also represents several California fruit companies and has established a very extensive wholesale fruit business. The H. M. Loud & Sons Lumber Company are manufacturers of and dealers in special bill timber, cedar, shingles, pump tubing and telegraph arms and manufacture over 40,000,000 feet of lumber, etc. per year. They cut the lumber from their own forests, which are among the largest and finest in Michigan, and through their Eastern agent, Mr. Leonard, supply almost all the telegraph and telephone and electric companies in the east with poles, etc. Mr. Leonard is also sole agent for the Barnard & Benedict Fruit Crystallizing Company, Los Angeles, Cal., and has represented this well known concern here for the past six years. Mr. Leonard being sole agent for the Eastern States, transacts a large amount for this house which is the only one in this line on the Pacific Coast, their headquarters being situated at Los Angeles, Cal., in the midst of the finest fruit bearing territory. He has already proved himself as possessing all the qualifications of the oldest and best-known men engaged in the trade. He receives his lumber in large lots direct from Michigan and has established a large and growing trade throughout the Eastern States. He has already won an enviable reputation owing to the uniform good quality and superior excellence of the goods he handles. In the fruit business his reputation is equally as good. No merchant in this line has a fairer name for enterprise and ability. Mr. Leonard is highly regarded in trade circles and has won success and popularity by honest, legitimate business methods.

**THE FIDELITY WATCH CASE CO.**, Corbin Building, No. 11 John Street.—One of the most successful and flourishing enterprises engaged in the manufacture of watch cases in New York is that of The Fidelity Watch Case Company, located at No. 11 John Street. This important undertaking was incorporated under the laws of the state of New York, in 1888, and the officers who are solely responsible for its very able and essentially successful direction in every detail are Mr. Charles Schwitter, president, and Mr. A. G. Funck, secretary and treasurer. Watch cases in solid gold only, of various sizes are manufactured from first to last; and are finished in any style; either plain, embossed, engine turned, or engraved to special design; the most elaborate ornamentation being undertaken to order, and executed in the finest manner. Although of such comparative recent standing, the company now finds it necessary, in order to meet the growing demand which exists for their manufactures from all parts of the United States to maintain a factory at Nos. 28, 30 and 32 Cumberland Street, Brooklyn, the extent and general equipment of which may be efficiently estimated by the fact that an average of one hundred and fifty skilled workers find regular employment there. The office in this city is handsomely fitted and furnished with every convenience for the most expeditious transaction of the large and flourishing trade carried on; two fine safes being provided for the proper keeping of the elegant assortment of watch cases of their manufacture always kept on hand; and two duly qualified assistants regularly employed. The worthy president, Mr. Schwitter, is of Swiss birth, and has resided in New York for many years; while Mr. Funck is a native of this city, and enjoys with Mr. Schwitter a wide popularity and high esteem.

**BENJAMIN SCHWARZ & SONS**, Hop Merchants, No. 45 Pearl Street.—One of the principal houses engaged in this trade is that of Benjamin Schwarz & Sons, whose leading European house is at Anseha, Bohemia, with branches at London, England, and Saaz, Bohemia and their New York house at No. 45 Pearl Street. The inception of this house dates back to 1840, when it was founded in Bohemia, and the branch in this city was opened in 1887. The members of the firm, Moritz, Carl and Max Schwarz, all reside in Europe, and their New York house is conducted under the management of Mr. Emil Schwarz, a cousin of the above. He is a native of Wisconsin, has resided here since 1887, and is popularly known in the hop trade. He is an active member of the Hop Exchange, the New York Brewers and Maltsters Association. He annually handles 2,000 bales of hops, while in Bohemia the firm yearly dispose of 12,000 bales. The firm possesses extensive hop gardens in Bohemia, where they produce some four hundred bales of hops every year, and for the superiority of their goods they received a prize medal at the World's Exposition in Vienna, 1873, and a gold medal at the Paris Exposition of 1889. The resources of the house are of the most complete character and enable it to meet all the demands of the trade upon the most favorable terms.

**UNITED STATES NET AND TWINE COMPANY, W. H. Wallace, Treasurer and General Manager, No. 219 Fulton Street.**—The manufacture of seines, fish nettings, seine twines, cordage in general, fishing tackle, rods, reels, etc., in fact all fishery supplies are ably represented by the United States Net and Twine Company, who are the largest house of this kind in America. They are not only manufacturers of the goods, but are also importers of gut and Japanese and Calcutta bamboos, and are sole agents in the United States for Samuel Allcock & Co.'s celebrated stag brand of fish hooks. Their storehouse is No. 219 Fulton Street, and their factories are located in Massachusetts, Rhode Island, Connecticut, and Greenpoint and Brooklyn, N. Y. The company is incorporated under the laws of the state of New York, and employ from three to four hundred hands. They carry heavy stocks of goods on hand and are always to be depended upon for the prompt filling of orders. Their goods are the best in the market, and their famous Lawrence Line Company lines as well as their Pawtucket Line Company braids are the standard in the trade. The quality of their goods are always to be depended upon, and in times like these when there are so many counterfeits on the market the trade in general experience comfort in buying from so reliable a house.



THE VANDERBILT MANSIONS, FIFTH AVENUE

**ORR & CO., Manufacturers of Print, Book and Hanging Papers, No. 132 Nassau Street.**—A house that has been established for upwards of fifty-five years must necessarily engage and attract more attention than common, in a review of the industry and commerce of any community. Such an establishment is that of Messrs. Orrs & Co., the well-known manufacturers of print, book and hanging papers at Troy, New York, whose New York Office is located at No. 132 Nassau Street. This firm also owned and operated paper mills at Ben-

nington, Vermont, North Hoosic, New York, Pittstown, New York, and also at Little Falls, New York. Afterwards these mills were disposed of at different times, and the paper manufacturing was concentrated at Troy, New York, where the present plant is, the Troy mills being run by water-power created by the state dam (having one thousand horse-power with ten water wheels), it being the first dam on the Hudson River, north of New York City. The business was established at Troy in 1835 by Messrs. A. and W. Orr, as printers of paper hangings. Mr. William Orr of the firm claims to be the inventor of the first machinery ever used for printing paper by cylinders on which the designs were engraved. His machinery printed a thousand rolls per day, each nine yards long, in three colors, and took the place of thirty men. He was also the first paper-maker in the United States to manufacture merchantable printing paper with wood fiber in it, and he is still at the head of this old and honored house, residing in Troy at the advanced age of eighty-three. In 1847, Mr. Wm. O. Cunningham was admitted to partnership under the firm name of A. and W. Orr & Co. In 1866, Mr. Alexander M. Orr, a son of David Orr was admitted to partnership, followed in 1870 by the admission of Mr. Frederick W. Orr, another son, and in 1885, Mr. S. Alexander Orr, a son of William Orr also became a partner, forming the firm as at present constituted. It has been known under the present name since 1870. The firm gave up the printing of wall paper nearly thirty years ago, and have since devoted their time and talents to the manufacture of print, book and hanging papers, the latter being their specialty. Their paper mills, known as the Troy and Mount Vernon paper mills, are very spacious in size, having a frontage of 360 feet and a depth of 150 feet, three and five stories high, built of brick in the most substantial manner, and are equipped with the latest improved machinery, apparatus and appliances known to the trade, while a force of one hundred and fifty hands is constantly employed and the daily productive capacity is twenty to twenty-two tons. A leading specialty is made of roll papers. Mr. Alexander M. Orr is the resident partner in this city, in which capacity he has served for the past twenty years with great acceptance to a wide-spread and permanent patronage centered at this point.

**T**HE CORNUCOPIA COMPANY, Nos. 62 and 64 Front Street.—Among the many cereal preparations that have appeared in the market in recent years—and the number has been legion—there is none that ever approached in value and genuine merit that known under the name of "Cornucopia," and manufactured by the Cornucopia Company, of Nos. 62 and 64 Front Street. "Cornucopia" has been before the public but a short time, but its inherent good qualities have quickly brought it into favor, not only all throughout the United States, but in all parts of the civilized globe, large exportations being made to South America, West Indies, Europe, South Africa and elsewhere. The Cornucopia Company began operations in August, 1890, with ample capital, and able, progressive business men of experience at its head. They now have 120 agents in various parts of the country, and the demand for their product is rapidly extending, giving full assurance of permanent success. Cornucopia is a pure, wholesome, nutritious cereal, for use at breakfast, dinner and supper. It furnishes the necessary phosphates and sulphur, which are so notably lacking in white bread, proving this universal cereal to be the sustainer of the animal economy, as well as the solvent of its constituent parts of mineral ingredients. Cornucopia has absorbed from mother earth all that nature furnishes to each healthy frame, that which takes away all sense of friction at every joint; that supplies to all the sockets the slippery fluids for the ease and comfort of the delicate and complete machinery. Among the scores of articles that may be prepared from "Cornucopia," are the following: mush, gruel, gems, pastry, wafers, omelets, waffles, porridge, muffins, crumpets, fritters, puddings, corn cake, pancakes, pound cake, cheese cake, honey cake, griddle cakes, mock oysters, foam biscuits, coconut snaps, breakfast dish, chocolate cake and cornhill cakes. The headquarters of the industry are comprised in two five-story buildings, 25 x 100 feet each in dimensions, and it is equipped in a suitable manner throughout. Strictly speaking, Cornucopia is not a mere cereal, but the process by which it is prepared is entirely original, and the finished product possesses qualities belonging to few or none of the many farinaceous specialties on the market. A very heavy stock is carried, and all the demands of the trade are met in a prompt and satisfactory manner.

**B**ERNARD SMYTH, Real Estate, No. 59 Liberty Street.—This gentleman is one of New York's oldest and leading, as well as most successful auctioneers and real estate brokers, and for more than a quarter of a century has been a prominent figure in the sphere of activity above indicated. Mr. Smyth was born and brought up in this city, and is a man of the highest personal integrity. He was one of the promoters and organizers of the Real Estate Exchange and Auction Room, of which he is an influential stockholder; was a useful member and also the efficient president of the Board of Education for several years, and filled the office of receiver of taxes with eminent satisfaction for years. Mr. Smyth, who is a director of the Broadway Fire Insurance Company, has been extensively engaged in the handling of realty since 1865, and during the entire period since intervening has been steadily winning his way to favor and recognition. He has acquired a most substantial and influential business connection, and numbers in his clientele many of the largest property owners and wealthiest corporations in and around New York, effecting at one time the sale of \$65,000,000 worth of property in the interest of the Erie Railway Company. Mr. Smyth occupies commodious, well-appointed quarters as office at Room No. 4, Real Estate Exchange, and is assisted by an efficient clerical staff. He conducts a general auctioneer and real estate brokerage business, buying, selling and exchanging, on commission, all classes of city and suburban property, and makes a leading specialty of appraisments, being an acknowledged authority on the present and prospective values of metropolitan realty. Money to any amount is loaned, also, on bond and mortgage, and investments are desirably placed, and all interests entrusted to this gentleman are certain to be handled in the most judicious and trustworthy manner.

**T**HE CLASP ENVELOPE COMPANY, William Keohane, Manager, Nos. 39 and 41 West Broadway.—The vast quantities of samples of merchandise, books, valuables, etc., mailed in our great cities daily imparts to the envelope in which the same are enclosed a peculiar importance as it is needless to mention. And it may be observed here too, in this connection that very marked improvement has been effected in the useful and indispensable device indicated. What with invention, new and improved appliances and sustained effort, the productions of some of our manufacturers in this line are certainly a triumph of skill and ingenuity in which connection special mention should be made of the Clasp Envelope Company, of Nos. 39 and 41 W. Broadway, who turn out an article of exceptional merit. They manufacture a class of patent envelopes of a distinctly superior character, conceded to be in all respects, the very best device for mailing (at reduced rates of postage) samples, sample cards and small parcels of dry goods, etc.; also samples of coffee, rice, beans, seeds and grain. They are endorsed by Thos. L. James, ex-postmaster New York City and ex-postmaster general and now president of the Lincoln National Bank, and also Cornelius Van Cott, postmaster New York City, and are in wide-spread use by leading business houses throughout the country, all over the world in fact. The paper used in these envelopes is manufactured expressly for the concern, while the clasp is made of the best quality of sheet brass, and will not become loose, pull out or break. They are hand-made besides and pasted (not gummed) and will not burst open when subjected to pressure in transit. These envelopes are manufactured under letters patent, issued December 9, 1879, and all bear the name and date of patent. They are put up 250 in a box, but are sold in any quantity to suit customers. The quarters occupied as office, salesroom and manufactory are spacious, commodious and thoroughly equipped, and some twenty-five expert hands are employed under the supervision of Mr. William Keohane, the efficient manager of the concern. The manufacturing capacity is about twenty thousand envelopes a day, and a large and varied assortment is constantly carried in stock, all orders receiving immediate attention, while special sizes and extra quality of paper, also box envelopes are turned out to order at short notice, catalogue envelopes being a specialty. Estimates are cheerfully furnished, also samples, price lists, etc., and all correspondence of a business nature receives prompt response. The Clasp Envelope Company was established in 1879 and from its inception the enterprise has been a positive and permanent success.

**A**LBANY LUBRICATING COMPOUND & CUP COMPANY, Adam Cook, Proprietor, Office and Manufactory, No. 313 West Street.—The position of almost unique eminence, if not of absolute supremacy attained by the Albany Lubricating Compound and Cup Company, may be justly attributed to the always foremost part taken in the guidance of its now sole proprietor, Mr. Adam Cook, who has been identified with its interests from the date of its inception at Albany, in 1868. At that time he was a partner of the firm then known as Gerdon Cook & Co., and became senior partner in 1870 when the business was removed to New York. Mr. Cook, who had not only done very much to make the lubricants of the house such as to command an extensive trade throughout the country, but had invented the improvements in lubricating cups which are the patented specialties of the house, and have won it such high fame, became its sole proprietor and manager. These cups are adapted to the requirements of every kind of machinery, such as crank pins for beam and propeller engines, for locomotives, for shafting of all kinds, for main journals, for eccentrics and machinery connected with every kind of industry. The lubricants of the firm's own manufacture are "Albany" Lubricating Compound, "Albany" Compound Cylinder Oil and "Albany" Machine, Signal, and Lubricating Oils. Beyond these it deals in other varieties of the same goods, and supplies railway, steamship, and engineers' requisites at bottom figures. On removing to New York, in 1870, premises were occupied at North Moore Street; but the very rapid and continued development of the business necessitated more commodious quarters, and the present spacious building of four stories, with a floorage on each 22 by 130 feet in extent, was taken in 1880, and an efficient staff is ever busily employed in keeping pace with the demands upon its resources from all over the country. Mr. Cook, who was born at Wachenheim, Germany, 1836, came to this country when a boy six years old, since which time he has always lived in New York State. He is a gentleman sixty-four years of age, highly respected in the business world, and prominent among members of the Masonic fraternity. He joined that order in 1863, and to the distinction which belongs to a Thirty-two degree Mason, adds that of having organized, and been the first master of Guttenberg lodge at Albany.

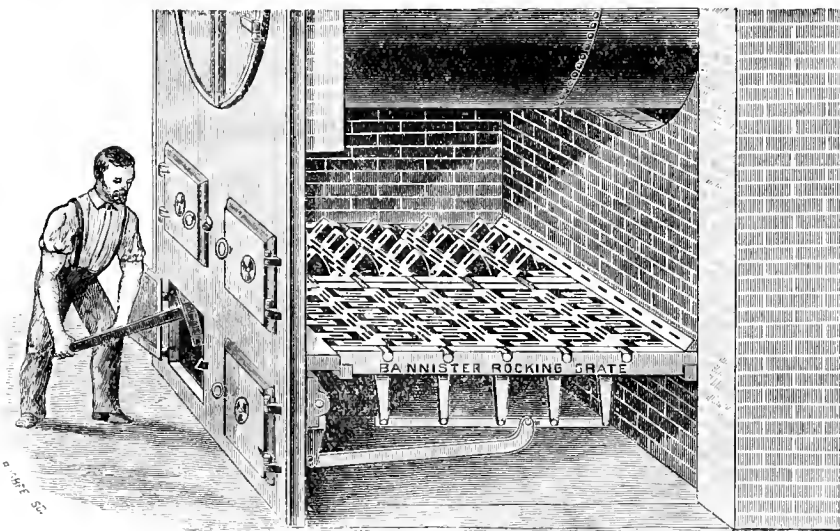
**H**ORACE S. ELY, Real Estate, No. 64 Cedar Street.—The real estate broker in the Empire City has opened before him an ample field for enterprise and usefulness, and many of our most prominent citizens are engaged in this important branch of industry, among whom we must mention the name of Mr. Horace S. Ely, who has so forcibly demonstrated his capacity to rank as leader among the handlers of New York's realty. The time-honored house of which he is to-day the respected head is one of the oldest of its type in the metropolis, dating its existence back as it does to the year 1835, when it was founded by the late Abner L. Ely. From 1855 to the date of Mr. Abner L. Ely's death in 1871, the gentleman whose name forms the caption of this brief sketch was associated with the enterprise, assuming the sole control of its affairs on the demise of its worthy founder, and since developing its connections to an extent commensurate with the colossal growth of New York's real estate interests in the past twenty years. Mr. Ely's offices are respectively located at No. 64 Cedar Street, and No. 103 W. Sixty-eighth Street, where he has every facility and convenience for the prompt despatch of business. By reason of his long, practical experience, it naturally goes without the saying that Mr. Ely is thoroughly familiar with present and prospective values of real property, both in and around this progressive city, and he always has upon his books many desirable bargains, including business, residential and manufacturing sites for sale and exchange, and his specialty, in which he has become singularly successful, is the care and management of estates. He likewise negotiates loans on bond and mortgage, and in such capacity invariably proves himself of the utmost service to both borrower and lender, securing to the one ample funds with which to extend his business, and to the other a profitable and perfectly safe investment. The properties in which he deals are absolutely perfect as regards their title, and no estates are handled except those which give ample promise of unequivocal security. Mr. Ely is a native of Connecticut, and a prominent member of the Real Estate Exchange. He will be found a gentleman in every sense worthy of the trust reposed in him, careful, accurate, and thoroughly honorable, his great aim having ever been the welfare and benefit of his numerous clients.

**T**HE BRITISH AND UNITED STATES AGENCY, LIMITED, Aldrich Court, No. 45 Broadway; London office, No. 90 Cannon Street, E. C.—The British and United States Agency, Limited, whose office is located in Aldrich Court, No. 45 Broadway, fills a niche in the financial activity of the metropolis peculiarly its own. It was established here in July, 1890, being organized in London a few months before, and is the only agency of the kind in the United States. This office is in charge of Mr. Edward Wakefield, one of the directors, and has for its purpose, effecting the investment of British capital in America, Canada and Mexico; promoting American enterprises in England, and conducting all descriptions of financial agency business between the two countries. The directory includes gentlemen having an exceptional knowledge of Anglo-American affairs, and connected with important financial institutions in London. Arrangements have been made by which the managing director at New York has the advantage of the best legal and commercial advice and assistance to be obtained in this country. Persons or corporations employing this agency, therefore, can depend on their interests being looked after with the strictest rectitude, and with every reasonable assurance of successful results. The agency has already been found to be a highly serviceable medium, both in England and on the continent of Europe, for the promotion of industrial and other legitimate American enterprises, requiring outside capital and an extended field. Through its London office this agency is prepared to act as auditor or trustee for American funds already invested in Great Britain or on the Continent of Europe. It is also in a favorable position to investigate and report upon any schemes in Europe that are offered to American capital. Englishmen in America requiring information or assistance regarding investments are invited to apply at this office, where they will meet with every attention, and be placed in direct communication with their friends or connections at home through the London office. The directors of this agency are the Right Hon. Sir Edward Thornton, P. C., G. C. B.; Sir Edward Stafford, G. C. M. G.; The Lord George Campbell, Robert Ewing, Esq., and Edward Wakefield, Esq. Its bankers are Barclay, Bevan, Ransom & Co., No. 54 Lombard Street, E. C.; solicitors, Renshaws, No. 2 Suffolk Lane, E. C.; attorneys, Evarts, Choate & Beaman, No. 52 Wall Street, New York. Under such auspices the agency is bound to extend its field of usefulness day by day, and become an important factor in the financial world on both sides the Atlantic.

**E.** MONTHOMONT, Machinist, Machinery for Gas Fixture and Chandelier Makers, Nos. 120-126 Walker Street.—A firmly rooted and notable machinist business is that of Mr. E. Monthemont, of Nos. 120 and 126 Walker Street, which was established by its present eminently practical, expert, and painstaking principal twelve years ago, and has enjoyed uniform, increasing and well-earned prosperity. The firm is prepared to undertake the construction of machinery of every possible description, and much of a very diversified description, and designed especially for almost all branches of industry, have left its works, but the classes of machinery which have most engaged its attention, and for which it has become most highly famed, are those adapted to the requirements of gas fixture and chandelier makers, and all kinds of brass working machinery, shafting, pulleys, hangers, etc. For the manufacture of such machinery and appliances, its premises are admirably adapted, while every modern machine that can contribute to the turning out of high class work at consistently moderate figures is provided, and the works are manned by a force of expert mechanics. Influenced by these features and the unremitting care bestowed by the principal in supplying goods precisely to specification, a brisk and extensive trade is done, both locally and throughout the country. Mr. Monthemont is a gentleman of French birth, but has resided in this country for forty years, and is regarded as one of New York's most prominent machinists. The manager, Mr. E. O. Grabo has had fourteen years experience in this line, ten of which have been spent with this house. He is an expert mechanical engineer and a graduate of Cooper Institute. He is a native of Massachusetts and has resided in New York since 1865 and is esteemed for his mechanical genius and enterprise.

**G**USTAV KNAUTH, Manufacturer and Importer of Pocket and Table Knives, Razors and Scissors, Nos. 71 Nassau and 31 John Streets.—Exponents of the manufacturing cutlery trade, if they are to keep in the front ranks of so progressive a calling, must be very thorough and versatile mechanics. One of the oldest houses in the city in this line of business and one possessing the qualifications referred to in a high degree is that of Mr. Gustav Knauth, whose store is at No. 71 Nassau Street. Mr. Knauth is a native of Saxony and after leaving his business in his native country came to the United States eighteen years ago with no capital except an expert and thorough knowledge of his business. He established himself here in 1875 and has built up a trade and reputation for manufacturing goods of superior excellence and thorough reliability, of which he may feel proud. He occupies a store 25 x 25 feet, which is fitted up with every facility for the transaction of business. The factory is located at No. 28 Morton Street, Brooklyn, E. D., where all kinds of pocket and table knives, scissors and shears, razors, etc., are manufactured in every variety. Mr. Knauth makes a specialty of the manufacture and importation of pocket and table knives. His knives and scissors are warranted equal to any made in the United States or Canada, being made from the best cast steel and are free from flaws. Table and dessert knives and forks are made with pearl, ivory, horn, bone and rubber handles, and razors are full concave, hollow ground and plain. At the salesrooms all kinds of scissors and shears from the finest to the cheapest grades are on hand, including straight and bent trimmers, ladies' scissors, pocket and nail, buttonhole and embroidery scissors and scissor cases, also an unrivaled selection of pen and pocket knives, including five hundred different patterns of elaborate or plain. Razors, scissors and knives are also repaired and ground on short notice for the wholesale and retail trade in the most satisfactory manner. A large stock is constantly carried which is mostly of Mr. Knauth's own manufacture. Mr. Knauth was awarded the Gold Medal at the Vienna Exposition of 1874, both by virtue of the superior workmanship for which he is noted, and for the strictly honorable conduct by which his dealings have been marked.

**J.** M. CUTLER, Manufacturer of the Bannister Rocking Grate, No. 113 Elm Street.—For stationary, marine and house boilers, and especially for the two former, the "Bannister Rocking Grate" is esteemed all the world over, it having not one but a number of advantages over various other shaking and rocking bars, which are conceded to give it a pronounced superiority, and which have in fact caused the patented specialty of the firm to come into general use among the largest and most critical manufacturers who are attracted by the great durability, strength and simplicity of the grates, the large amount of air space they afford, with the result of completing combustion and rendering boilers more highly effective, their prevention of the waste of fuel; their successful burning of all kinds and grades of coal, their exclusion of cold air from contact with the boilers, their convenience in use and other advantages. Mr. Cutler received the highest award from the Mechanics Institute in New York in 1889 and has always been awarded the first premium medals at all the exhibitions in which he took part. He has important branches at Boston, Massachusetts, Chicago, Illinois and Charlotte, North Carolina, as well as at No. 113 Elm Street this city. Of the latter he has the control, being vested with the rights of sole manufacturer for the Middle States, and influencing an enormous amount of business, he has, during the five years that the business has been in his hands, brought the merits of the grate very widely into notice, and succeeded in introducing it very rapidly, a stock usually aggregating about three thousand feet of grate being kept on hand at the premises on Elm Street to facilitate speedy filling of orders. Mr. Cutler, who has become widely known and highly esteemed among manufacturers, is a gentleman of middle age and a native of New Hampshire, is a practical mechanic of forty-five years experience which has culminated in many useful inventions by him including among the most prominent the Bannister rocking grate, which is highly recommended by many leading houses where they are in use, among which we insert the following: New York Life Insurance Company, corner of Broadway and Leonard Street; Metropolitan Life Insurance Company, corner of Park Place and Church Street; Young Woman's Christian Association, No. 7 E. Fifteenth Street; Hotel Hanover, No. 2 E. Fifteenth Street; Baker, Smith & Co., corner of S. Fifth Avenue and Houston Street; Appleby Estate, corner of Fifty-eighth Street and Seventh Avenue; Hotel Bristol, corner Forty-second Street and Fifth Avenue; W. S. Borchess, No. 341 W. Fifty-sixth Street; M. Kohorn, No. 176 Worth Street; George Schlegel, No. 138 Centre Street; Metropolitan Art Museum, Central Park; Park Avenue Hotel, corner of Park Avenue and Thirty-third Street; Union Club House, corner of Fifth Avenue and Twenty-first Street; Bible House, corner of Fourth Avenue and Ninth Street; Vanderbilt Building, corner of Nassau and Beekman Streets; W. S. Borchess, No. 353 W. Fifty-seventh Street, Kenmore Flats; Robert Deeley & Co., Foot of W. Thirty-second Street; Manhattan Electric Light Company, Foot of E. Eighth Street; E. T. Weymouth, No. 5 Howard Street; H. H. Westernhouse Steam Yacht, Floss; Westernhouse, Church, Kerr & Co., No. 12 Cortlandt Street; C. P. Hawkins' Sons, No. 345 W. Forty-first Street; New York Institution for the Deaf and Dumb, 162d Street and Eleventh Avenue; Normal College, Sixty-ninth Street and Lexington Avenue; Windmere Apartment House, corner of Fifty-seventh Street and Ninth Avenue, New York; Robert Porterfield, corner of Bedford and Fulton Avenue; R. W. Brewster & Son, No. 526 Kent Avenue; Church Charity Foundation Company, Atlantic and Albany Avenues; Schloss & Sons, Trontman Street; Joseph Yates, No. 359 Flatbush Avenue; A. Schwarzman, corner of St. Marks and Nstrand Avenues; Sisters of St. Dominick, corner of Graham and Montrose Avenues; D. Appleton & Co., corner of Hewes Street and Kent Avenue and St. John's Church, No. 250 S. Twenty-first Street, Brooklyn; New Pavilion, Randall's Island, East River; Wm. Wright, Newburg, N. Y.; Queens County Water Company, Far Rockaway, L. I.; Peter S. Hoe, Tarrytown, N. Y.; Asbury Park Electric Light and Power Company, Asbury Park, N. J.; Monmouth Trust Company, Asbury Park, N. J.; John P. Nessel, No. 23 Frelinghysen Avenue, Newark, N. J. Metropolitan Hotel, New York; Boston, New York, Brooklyn and Chicago Schools.



**S.** WATERBURY & SON, Manufacturers of Infants', Children's and Misses' Fine Shoes, Hand and Machine sewed, No. 37 Warren Street.—Like all the other great manufacturing lines, the tendency towards specialization and subdivision has been steady and marked in the shoe industry in this country during the past quarter of a century or more. And this is in the nature of progress, the result attained thereby being maximum of production at minimum of cost, while the improvement effected in the goods turned out is an equally notable feature. Thus we find a number of big firms engaged in the manufacture of juvenile footwear exclusively, here in New York, prominent among the others being that of S. Waterbury & Son, whose factory and salesrooms are located at No. 37 Warren Street, with branch offices also in Chicago and San Francisco. They are manufacturers of infants', children's and misses' fine shoes, and have a very extensive trade, selling direct to retailers throughout the United States. Their goods are maintained at a uniformly high standard, being surpassed in no feature of merit by any production of the kind on the market, and have secured an enduring hold on popular favor everywhere. This widely and favorably known firm was established in 1860, and for about ten years carried on the business in Williamsburg, moving to the present location in 1873. They occupy here four spacious floors, with ample and excellent facilities for the manufacture of both hand and machine sewed goods, and employ over one hundred expert hands, besides several clerks and salesmen. The productions include infants', children's and misses' fine shoes in all sizes, widths, shapes, styles, and varieties, and a large stock is constantly kept on hand to meet the requirements of an extensive and growing demand. All orders receive immediate attention, and bottom prices are quoted, substantial inducements being offered to the trade. Mr. Waterbury, the elder, who is now a gentleman of about eighty-three, but remarkably well preserved and still active in his business affairs, was born in Connecticut, coming to New York in 1851, and Z. C. Waterbury, his son and partner is a man of fifty-four and a native of this city. The Messrs. Waterbury are both prominent members of the Shoe Manufacturers' Association, while Mr. Waterbury the younger, who has a creditable war record, is a well known G. A. R. man, having served at the front for three years with the Fourteenth Brooklyn Regiment during the late "unpleasantness."



**GEO. S. STRONG**, Inventor and Mechanical Engineer, No. 45 Broadway.—One of the best known inventors and mechanical engineers in the metropolis is Mr. Geo. S. Strong, who occupies eligible office quarters at No. 45 Broadway. This gentleman has had a practical experience as a mechanical engineer covering a period of fifteen years, and established himself in his profession here in 1885. He is especially prominent in the industrial world as the inventor of Strong's Compound Automatic Engine, and of a patent motor for use on electric street railways. He also furnishes internally fired vertical tubular boilers, internally fired horizontal tubular boilers, and regenerative boiler settings for burning waste products; also automatic stokers for burning low grade bituminous coals without smoke; water purifying plants for steam boilers and water stations for railroads, towns and cities; while he is making a leading specialty of steam plants for electric lighting. He has achieved an enviable reputation in this line, and has developed a wide-spread and influential connection. He brings to bear every possible qualification and is justly celebrated as a mechanical engineer of the highest attainments and soundest judgment. All kinds of draughting are executed in the promptest manner, and in the laying out of plants for electric lighting, for steam boilers, and stations for railroads, cities and towns, Mr. Strong is qualified to do the work thoroughly and accurately and at moderate rates. One of the greatest inventions of Mr. Strong is the Strong Locomotive. This locomotive is the result of a preconceived determination on the part of its designer and inventor to design a machine suited to the requirements of the modern railway traffic, both for freight and passenger, which should embody the best modern practice in steam engineering, independent of the practice of locomotive builders, as a class, and which should be suited to the existing tracks and bridges, while it should have a very greatly increased capacity over the ordinary locomotive. This determination was made in 1881, or nine years ago; and, as a preliminary step in this direction, and to familiarize himself with the best engineering practice of Europe, he spent a number of months, in the summer of 1881, in England and on the continent. This investigation led to the belief that the corrugated furnace, which at that time was being so largely introduced into the marine service of Europe, and which has since become almost universal in marine practice, was destined to work a revolution, not only in marine engineering, but also in every department of steam engineering, that of the locomotive included. The reasons for this are fully set forth and have been fully justified in his experience with this type of furnace, inasmuch as it is found to have the following qualities, which make it very desirable for the trying service of a locomotive, viz.: The absence of all stays, braces and crown bars, which are a source of great annoyance in the ordinary locomotive boiler, especially where bad water is to be used; the corrugated furnace, being self sustaining, as it is, leaves the surface free to contract and expand without injury to the fire box or the outer shell; and there being no stay-bolt holes there is no starting point for cracks, which on the ordinary fire box are a source of great expense and consequent annoyance, as the stay-bolt holes every few inches apart form starting points for cracks, especially where the holes are punched out and not enough metal cut out by reaming to take out the small cracks or strains caused by punching, which cracks are expanded by the hammering that is necessary to head the stay-bolts after it is screwed in. For further information Mr. Strong has a catalogue enumerating all the points of superiority embodied in his unrivaled locomotive which he will send on application. Those interested will find it most advantageous to communicate with him, and those interested in giving orders will secure the greatest satisfaction in the thoroughly good manner in which all work will be accomplished. Mr. Strong is a native of Ohio, in the active prime of life, a member of the American Society of Mechanical Engineers, and honored and esteemed in both social, professional and business life.

**LUDEKE & COMPANY**, Importers of Precious Stones and Manufacturers of Rich Jewelry, No. 23 John Street.—Eminently representative of the most progressive and enterprising manufacturers of rich jewelry in New York is the house of Ludeke & Company, it being one that produces jewelry of the highest order of merit under conditions which permit it to compete with its rivals with a balance of advantages in its favor. These it secures by importing its precious stones direct, and thus saving a middle profit, by conducting at its factory a large number of the operations connected with the trade often done outside by contract, in the case of lesser firms, and by the creation on the premises of many of the most beautiful designs it offers. The business had its inception in the year 1865, and its development to its present high rank among the first in the city has been a process of steady and persistent growth, unmarked by a single faux pas, or any deviation from its rigid rule of combining high-class workmanship with high-minded business dealings. Its premises, located at No. 23 John Street, are 20 x 100 feet, providing handsome office and commodious factory. The former is luxuriously furnished and carries a very heavy stock of rich jewelry, its large safe being the repository of some of the most unique and elaste gems and jewels to be found on the market. Its factory, where no less than thirty skilled and highly-trained artisans are employed, is equipped in the most complete manner, and the operations there conducted are supervised with a zealous regard to the high prestige of the house, nothing being permitted to pass inspection which is not in the highest degree creditable. The business has now reached great dimensions, both in point of money value and in the extent of its connections which spread out to all parts of the United States. The proprietor is Mr. E. Ludeke, a gentleman whose length of experience is not less notable than its range. He was born in Germany and has resided in the United States for thirty years, of which twenty-five have been devoted to his prosperous business.

**NEW YORK CHURCH STATUARY MANUFACTURING COMPANY**, Joseph A. Stoll, Manager, No. 60 Barclay Street.—From comparatively insignificant proportions the branch of art devoted to the manufacture of Catholic statues and images has grown to be an extensive and highly important industry in this country within a quarter of a century or so. And it may be observed here, also, that very marked improvement has been effected in the productions. Engaged in the line indicated, there are in this city some concerns turning out a class of work of unequivocal merit, notably that of the New York Church Statuary Manufacturing Company, Joseph A. Stoll, manager, No. 60 Barclay Street, and than which none in the business sustain a higher reputation for artistic skill or honorable dealing. The establishment is one of the oldest and foremost of the kind in America, being in prosperous existence for the past twenty-five years, and its patronage, which is large and active, extends all over the United States. This thriving enterprise was started in 1866 by Joseph A. Stoll, the present efficient head of the concern, who was the pioneer in this branch of art hereabouts, and up to 1889 the works were situated on Saratoga Avenue, Brooklyn, with salesroom at No. 31 Barclay Street, this city, the entire business being moved to the commodious quarters now occupied at the period last mentioned. The company occupy here the whole of a spacious third floor, with ample and complete facilities, and employ several expert workmen. The productions include statuary in all sizes, of imitation stone, stone composition and plaster, decorated in real oil colors and gold leaf, warranted to wash; also relief stations in gothic frames, richly decorated in oil colors and real gold leaf; handsome crucifixes in black and all gilt, with corpses and figures painted in natural colors; groups, church images of every size and variety, and kindred religious insignia generally; and all are guaranteed to be strictly first-class as to solidity and quality of materials, as well as beauty of models and correctness of design, while in chromatic decoration and all round workmanship they rank with the best imported articles of the kind, though they are very much lower in price. A large, varied and splendid assortment is constantly carried in stock, and statues, images, etc., are made to order in the highest style of the art at short notice, and carefully packed for shipment. Illustrated catalogues are mailed to any address, upon application, and all communications of a business nature will receive prompt response, all orders receiving immediate attention. All work executed to order is guaranteed to be first-class, and every article offered for sale is fully warranted as represented, while the prices prevailing are exceedingly low, exceptionally favorable terms being quoted to dealers. Mr. Stoll, who is the principal owner as well as the active manager of business, is a gentleman of middle age, and a native of Switzerland, but has been in this country for many years. He is a thoroughly expert workman himself, of long and varied experience in the exercise of his art, as well as a man of untiring industry and strict integrity in his dealings, and has attained success by deserving it.



**A.** M. SPEED & CO., Printers, Stationers and Lithographers, No. 52 Dey Street.—A recently established house and one which has developed a large and constantly increasing trade since its inception is that of Messrs. A. M. Speed & Co., manufacturing stationers, lithographers and printers, located at No. 52 Dey Street. The business was established in 1883. The premises occupied are spacious and commodious and well fitted up for the business, with all labor-saving machinery not possessed by the ordinary printing office to aid in rapidly turning out a large volume of work. They also have a book bindery in connection with the business. This house makes a specialty of fine work for bonds and banking institutions, banks, checks, drafts, blank books and all that is necessary in fitting out a bank; the majority of this business being done for outside or country banks. Also school, insurance, and abstract offices for which it publishes several important books and blanks, the labor-saving features of which make them very desirable. The facilities it possesses enables them to accept all contracts for the fitting out of banks in the most acceptable manner and at the most reasonable prices. This firm ranks as the seventh largest banking stationery manufacturer, in the United States. A large trade in the city and immediate vicinity and through the southwest has been established, extending as far as Kansas and is constantly increasing. A corps of competent assistants is employed and all orders receive prompt and careful attention. Mr. A. M. Speed, the senior member of the firm is a native of England. Mr. F. G. Bark is a native of New York. Both gentlemen enjoy a high reputation and are noted for their honorable business methods.

**H**UTCHESON & BETHEL, Tropical Fruits and Early Vegetables, No. 169 Front Street.—An old established and leading New York house in the fruit trade is that of Messrs. Hutcheson and Bethel, commission merchants in tropical fruits and produce at No. 169 Front Street. This well-known concern has been engaged in business since 1865 and in the interval have built up an extensive and eminently prosperous trade. The spacious and well arranged premises are fitted up in the style best adapted to the business, and all requisite conveniences and facilities are supplied for the advantageous handling of the large consignments of tropical fruits and other products frequently received during the season. These staple commodities are carefully selected by the firm's agents in the producing districts and shipped to New York in fleet vessels especially designed for this trade. In the busy season when cargoes are frequently coming in, the firm employs often as many as fifty experienced fruit handlers. The house is headquarters for choice oranges, pineapples, and early potatoes, onions, tomatoes and other vegetables, etc. and the large general business reaches over a wide territory. The cable address of the house is "Hutcheson, New York," in addition to which the firm have telephone connection with their trade in the city and elsewhere. Messrs. A. B. and W. A. Hutcheson and T. W. Bethel comprise the firm. All are natives of New York and gentlemen of wide experience in and thorough knowledge of the business with which they have been so long and prominently identified.

**G**UERBER BROS., Watch Case Makers and Repairers, No. 23 John Street.—Of the numerous branches of the watch making industry that of watch case manufacturing is one of the most important, being represented in this city by a number of responsible firms. Prominent among these is the house of Guerber Bros. at No. 23 John Street. This business was founded in 1852, by the father of the present proprietors, Messrs. A. and H. Guerber, who succeeded in 1866. The high code of business principles inaugurated by Mr. Guerber the senior, have been fully sustained by the two brothers, and as a consequence of their energy and enterprise, a large share of patronage has been accorded the house from all parts of the United States. The firm are manufacturers and repairers of gold, silver, and metal watch cases, and undertake in the most thorough and workmanlike manner, engine turning, springing, polishing, etc. Engraving is also undertaken to special design or in accordance with patterns suggested by the principals, who display considerable artistic taste and style in this direction. The premises at the address mentioned, consist of a floor, upstairs, measuring 25 x 50 feet, comprising office and manufactory; the latter being supplied with steam power, fine machinery, plant, and tools, all of the latest improved patterns necessary to the due prosecution of the business. Six skilled operatives are kept steadily employed in the different kinds of work; all of which is executed to order, and not for stock. Among its extensive patronage, the firm has a reputation second to none in the trade for reliability and excellence of work; as well as for its strictly honorable dealing. Messrs. A. and H. Guerber are both young men, and are native born Americans.

**J**OSEPH J. DELONG, Importer and Dealer in Hair and Wool, No. 101 Reade Street, No. 39 N. Front Street, Philadelphia, No. 123 Linien Strasse, Berlin, Germany.—A house that has attained a substantial recognition as well as a flattering patronage during a comparatively brief career is that of Joseph J. DeLong, importer of and dealer in hair and wool, whose headquarters and New York office and warehouse is located at No. 101 Reade Street. Established only five years ago, by its prompt and thoroughly reliable business dealings, as well as the distinct merit of the goods handled, this house has increased its capital from \$7,000 to \$50,000, and its body of trade to an annual output of a quarter of a million dollars. Hair and wool are the commodities handled, and which are supplied to the manufacturers of carpets and rugs in all parts of the country, to whom this house invariably quotes the lowest market prices, and from its valuable and influential connections is at all times prepared to fill all orders of whatever magnitude, at short notice, offering in this connection the most liberal inducements to the trade. The house has branch offices at No. 39 N. Front Street, Philadelphia, and at No. 123 Linien Strasse, Berlin, Germany, thereby greatly advancing their facilities for prompt and satisfactory action. All communications relating to goods, terms, etc., receive immediate attention, and it is the aim of the house to constantly consider and further the interests of its patrons. Mr. DeLong is a man of energy and enterprise, as also of excellent standing in commercial circles, and no second sight is required to forecast a continuance of the success which has so far attended his efforts and business venture.

**J**OSEPH LIPS, Refinisher, Examiner and Sponger of All Kinds of Woolen Goods, No. 141 West Broadway.—Probably the oldest house in New York State, engaged in the refinishing, examining and sponging of all kinds of woolen goods, is that of Mr. Joseph Lips, located at No. 141 W. Broadway. This business was established in 1858, and, although since its initiation, a couple of changes have taken place in the proprietary management, the present principal, Mr. Joseph Lips, has always been at the head of affairs; and by his close personal attention to every detail of the enterprise, has been mainly responsible for the enduring connection it now controls in the city and adjacent country, among the most influential houses in the trade. All kinds of woolen goods are sponged by steam, and are warranted to retain their gloss and not to shrink after sponging; and the process by which the firm accomplish this does not injure the fabrics, but gives it a beautiful luster which cannot afterwards be destroyed by water or rain. In this department lineas, merinoes, delaines and all other fabrics are shrunk in an efficacious and highly satisfactory manner, the lowest prices being charged in every instance; moreover, within the comprehensive scope of the business are included the refinishing and restoration to their original freshness of importation, shawls of all kinds, woollens or lineas which may have been damaged by sea water or fire. For these various purposes no fewer than twenty-five expert operatives are steadily engaged, and to meet the demand which is now made upon the firm's resources, premises have to be maintained at the location indicated, consisting of a building of four floors, each having an area of 60 x 100 feet: used as office, workrooms and store. The workrooms are replete with a full equipment of the latest improved imported machinery and appliances incidental to the undertaking, steam-power being the actuating force employed. The worthy and experienced proprietor, Mr. Joseph Lips, is a native of Germany and has resided in this city for the past thirty-five years.

**D.** & H. HEIDGERD, Cloth House, Nos. 276 & 280 Canal Street.—The famous cloth house, at Nos. 276 and 280 Canal Street, founded by D. & W. Heidgerd, has just completed its quarter of a century of able and pronouncedly successful trading, no change having meanwhile been made in the firm personnel until one year ago, when the trading title became D. & H. Heidgerd; the able proprietors being also interested in the firm of William Heidgerd & Company, at the corner of Grand and Elm Streets, in the same line of business. The premises on Canal Street comprise a four-story building, with an expanse on each floor of 20 x 60 feet, and here a stock of woollen, cashmere, and other cloths, selected with the best of trained judgment, is carried in great bulk, an almost unrivaled wealth of choice being displayed. The extent of the firm's connection among tailors and others, in various near and remote parts, is such that a staff of ten salesmen and clerks is employed upon the premises, a great feature of the house—beyond the handling of reliable goods, representative of the newest and choicest materials—being the prompt and scrupulously accurate filling of orders. The partners, Mr. D. A. and Mr. J. Herm. Heidgerd, are both middle-aged gentlemen, of German birth, and their very long business connection in this city, and honorable and able trading has rendered them among the most prominent and respected men in their line.



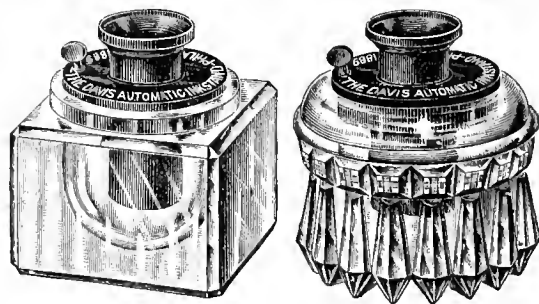
ENTRANCE TO CENTRAL PARK, FIFTH AVENUE AND FIFTY-NINTH STREET.

**J**OHAN STEWART, Sewing Machines, Nos. 374 and 376 Canal Street, Between Church Street and W. Broadway.—There is not, in all America, an establishment providing so completely for the supply to manufacturers and others of sewing machines of all possible descriptions, their parts and their appliances, nor is there one doing so gigantic a business with every section of the country and all parts of the world, as that of Mr. John Stewart at Nos. 374 and 376 Canal Street, and therefore a brief word as to its affairs cannot fail to be of interest. It was founded sixteen years ago by Mr. Charles Steele, the firm subsequently becoming known as Steele & Cobb, and Mr. John Stewart, who has had twenty years of practical experience as a machinist in this line, became the proprietor eleven years ago and well knows how to handle to advantage the innumerable inventions that have been brought out during the past decade in connection with sewing machines. He is, moreover, able to give valuable advice to patrons, as to which make of machine will best suit their particular purpose, from a close acquaintance with all their parts, and it is the ability and sincerity with which he has done this which has eventuated in a command of trade that has no parallel. The trade done relates to the selling, repairing and renting of sewing machines of all kinds, inclusive of embroidery and bonnaz machines. Pleating, folding, pinking, double-needle and all special as well as ordinary machines are kept constantly on hand, the stock carried at any one time being rarely less than three thousand in number, while Stewart's pleater, guages and machines for hatters' use, are also to be found in the salesroom; and gas engines, electric motors and steam-power attachments are supplied. Indeed, the firm is one to which manufactures in all trades, where sewing machines are used, may turn for almost everything they want, and rely upon being provided for promptly and on terms that challenge competition. The well-known proprietor, who is assisted in the business by twelve employees, is a gentleman in the active prime of life, of Boston birth, who has resided for twelve years in this city.

**L**AWRENCE CEMENT COMPANY, No. 67 William Street.—In all the various branches of the constructive art, there is probably no one special detail of importation or manufacture of more importance than that of cement, which is one of the most valuable materials used in the building trades. The largest and leading house engaged in this industry in the United States is the Lawrence Cement Company, manufacturers of the "Hoffman" Rosendale Cement, whose main office is located at No. 67 William Street, in this city. This company was organized in 1832, and is now officered and managed as follows, viz.: Warren Ackerman, president; T. A. Smith, secretary and treasurer; M. Albert Scull and Ernest R. Ackerman, general sales agents. The company operate five mills, all located in New York state, and give employment to one thousand hands. They are now producing one million barrels of cement per year, and supply a heavy and permanent demand in all parts of the United States. The "Hoffman" Cement has now been before the public for more than fifty years, and its reliability and general fitness for all kinds of work cannot be fairly questioned. When properly used the result of such using is certain. No pains have been omitted to insure the perfection of this brand, and testimonials to its superiority over all other brands are numerous and convincing. It was extensively tested by the City Engineer of Boston, during 1885, for use on the Charles River embankments, and tests have also been made by the Brooklyn Navy Yard and by the Department of Public Works. Hoffman Cement mixed in the proportions of one of cement to one of sand has supported 866 pounds before breaking. An experiment was made at the Brooklyn Navy Yard in 1892, where Hoffman cement is made the standard, by joining two bricks together, which stood a strain of 1,500 pounds without breaking. In addition to its general use by the Government in all departments, Hoffman Cement was used in building the following forts: Forts Delaware, Jackson, Sumter, Taylor, Jefferson, Hamilton, Knox, Montgomery, Adam, Trumbull, Fortress Monroe, and the forts at Governor's Island, N. Y.; at Amelia Island, at Garden Keys, at Pensacola, Fla., and San Francisco, Cal.; also at the Brooklyn and Norfolk Navy Yard. Twenty thousand barrels were used on the Capitol at Washington, ten thousand barrels on the Washington Water Works, and it was also used for building the Patent office, Treasury and other buildings at Washington. The company have just closed a contract with Lieutenant Colonel G. L. Gillespie, U. S. A., for 6200 barrels of cement for building fortifications at Sandy Hook. The officers of the company are well-known citizens of New York, prominent in commercial and trade circles, and of great practical experience and eminent ability in this department of commerce.

**E**MERY DAVIS, Manufacturer of the Davis Automatic Inkstand, No. 319 Broadway.—One of the most valuable improvements in its line is the Davis automatic inkstand, manufactured by Mr. Emory Davis, at No. 319 Broadway. This invention was patented March 19, 1880, and as embracing all the features that go to make up a perfect inkstand, and, as a success in fulfilling the purpose for which it was intended, it stands pre-eminent, without a parallel or even a competitor. It is the most convenient stand because it is always ready for use; has no cover to be opened and closed; requires filling and cleaning only at long intervals; automatically inks the pen

to the proper height; prevents taking up surplus ink, that must otherwise be scraped or thrown off to prevent blotting; your fingers are clean; it never gets dust or lint on your pen; the ink rising from the center of the fluid, you are never bothered with scum from the top or sediment from the bottom, and the ink will not spill if the stand is overturned. They are substantially made of glass and hard rubber, elegantly finished. It is the most economical stand in the world, because, in the open stand evaporation and waste is about ninety per cent., while in the Davis automatic the ink, after springing up and inking the pen, returns to the reservoir, where it is kept perfectly air tight, thus preventing evaporation and waste, and preserving the ink as bright, clean and pure as when first put in the stand. The great popularity of this inkstand is fully attested by the fact that they are used in all the government departments at Washington, the state departments of New York, Pennsylvania, Connecticut, Rhode Island, Massachusetts, New Hampshire, Ohio, Indiana, Minnesota, New Jersey, Delaware and others; and the city offices of New York, Philadelphia, Brooklyn, Baltimore, Washington, Boston, Buffalo, Cleveland, Pittsburg, Albany, Harrisburg, Columbus, Cincinnati, among many others. To this might be added that more than a thousand of the largest business concerns in Philadelphia have bought them for general use, and a large number in New York City since May, 1890. Over seven thousand have been sold in Pittsburg, one firm, Carnegie Brothers & Co., having purchased over nine hundred stands for use in their offices. The list of other users comprises the Pennsylvania, New York Central & Hudson River and Northern Pacific Railroad companies; the Standard Oil Company, the Singer and the Domestic Sewing Machine companies; the Edison Electric Company, the Western Union Telegraph Company, the Adams Express Company, a number of trans-Atlantic and coast line steamship companies, and a large percentage of the insurance companies and banks of this country. Without solicitation they have also been sold in England, France, Germany, Russia, Australia, South America and Mexico. The above will be more fully appreciated when it is remembered that the patent has been on the market only two years. Mr. Davis, the inventor and manufacturer, is continually studying to improve the efficiency of this invention, as well as to cheapen the cost to the consumer, and has recently added new features and reduced the price. Mr. Davis is a young man of marked genius and enterprise, president and treasurer of the Union Drug Company of New York and honored and esteemed in commercial, financial and social life.



**C**HAS. C. CHAMBERLAIN, Patentee and Manufacturer of the Iron Clad Voucher Case, Document and Box Envelopes, No. 58 Centre Street.—No small proportion of the development of American industries has been the outgrowth of the mechanical ingenuity of our people; and in this connection the business of Mr. Charles C. Chamberlain calls for conspicuous mention, its principal being in the truest sense a typical American in this essential feature of our national character, the business itself being exclusively founded upon his inventions. One of the chief of these is the iron-clad voucher case, document and box envelopes, an exceedingly ingenious, simple, convenient and comparatively inexpensive article for the safe custody of important papers and documents. This was patented June 5, 1888, and the inventor, who is content with nothing short of practically perfect finish, has since carefully experimented until now he has it in a marketable form, which has caused it to become highly popular among mercantile men and others, and a very brisk demand has been created. This valuable novelty is manufactured by Mr. Chamberlain, with the assistance of four workmen, upon the premises, which are located on an upper floor at No. 58 Centre Street, and it is an article which deserves careful inspection, it being not only neatly iron-clad but metal lined, and provided with an inner sliding case which greatly facilitates its use, and he is now introducing a new device in this line which can be placed under lock and key. Mr. Charles C. Chamberlain who has been only one year at his present location, but for sixteen years in business, is identified with a number of successful patents. His trade now extends all over the United States and Canada and is steadily increasing. He is a gentleman of New England birth, and deservedly respected. Among those who use the products of this house and recommend them highly, are U. S. Government, State Department throughout, Insurance and Safe Deposit Companies and General Mercantile Houses.

**THE HUSSEY RE-HEATER AND STEAM PLANT IMPROVEMENT COMPANY**, Offices, No. 15 Cortlandt Street; Engineers and Contractors for Low-Pressure Steam Heating, including Engines, Boilers, Steam Pumps, Back Pressure Valves, Etc. Work executed from the designs of Architects. Plans and Specifications furnished. A. S. Hatch, President.—The invention and improvement of steam specialties has enlisted the scientific research and patient investigation of men of genius and skill for many years, and some of the best results of such study and labor are undoubtedly shown in the products of the Hussey Re-Heater and Steam Plant Improvement Company, whose headquarters are located at No. 15 Cortlandt Street. This company is widely and deservedly prominent as the proprietors of the Hussey Re-Heater, for reheating exhaust steam and superheating live steam, without cost for fuel and without affecting the pressure; while they are also manufacturers of, and dealers in other improved steam specialties, including Compound flue feed water heater, Back pressure valves, Peerless grease extractors, etc.; and are practical and consulting experts in all matters pertaining to economy in steam, and its use for power, heat and ventilation. The company was incorporated in January, 1888, and is officered and managed by A. S. Hatch, president; John C. F. Gardner, secretary; Levi Hussey, chief engineer, and Edw. McCann, superintendent. Any manufacturing process, requiring the use of steam for power or heat, especially where the best results of any of the processes are dependent on the reliable maintenance of high or uniform temperatures, can be largely aided and economized by the use of the Hussey system of re-heating exhaust steam and super-heating live steam. In many manufacturing establishments, the exhaust steam is blown away into the atmosphere and lost, while a Hussey re-heater would, without any cost whatever for fuel, convert it into an important and valuable auxiliary. This is accomplished by utilizing the waste gases of combustion on their way from the furnace to the chimney. No practicable method of re-heating or super-heating without additional fires or fuel has ever before been devised, and it has been considered impracticable; but the Hussey re-heater does both, and in every instance with unfailing certainty and regularity. Exhaust steam re-heated in a Hussey re-heater, and thence distributed for heating purposes, causes no back pressure, requires less heating surface for the diffusion of a given amount of heat than any other method of heating by steam, and can be raised to any temperature without pressure. In any large building or manufactory in which steam is used for the combined purpose of power and heat, the use of this system largely increases the efficiency of the steam plant, and insures an important economy in fuel consumption. For boiling, drying, evaporating, bleaching, dyeing, baking vulcanizing, and all other processes requiring heat, the Hussey re-heater is an invaluable addition to the steam plant, the results of its use in connection with refining, paper making, dyeing, the manufacture of hats, and of cotton, woolen and silk fabrics, and other industries, having been in many cases so remarkable as to largely exceed all that had been claimed for it. It is the purpose of this company to have at the disposal of its customers at all times the very best steam engineering talent, and the most thorough practical and expert knowledge of all matters connected with the use of steam that can be obtained. Steam plants are designed, erected or improved in manufactories, office buildings, apartment houses, hotels, etc., and plans and drawings of designs and proposed improvements are executed, and blue prints furnished with accuracy and dispatch. A very large and influential trade is enjoyed with manufacturing points throughout the United States, and an export business is being developed in several foreign countries. Agencies are operated in Boston, Mass., Providence, R. I., and other prominent points. The president of the company, Mr. Hatch, is a native of Vermont and one of the best known business men of New York; formerly of the firm of Fisk & Hatch, and long prominent in the financial world. The secretary, Mr. Gardner, is an attorney-at-law, and highly esteemed for his legal ability, business acumen and sterling enterprise. Mr. Levi Hussey, the company's chief engineer, is without question, one of the most skilled and accomplished practical steam experts in the United States, and is well known as the author of many valuable inventions and improvements for increasing the efficiency and economizing the operation of steam plants, while Mr. McCann's careful training and intelligent application to his profession, is a guarantee that any mechanical work under his supervision will be executed with the utmost skill and care. The company aims at, and has achieved the highest results in the use of steam.

**N. W. TAUSSIG & CO.**, Molasses, Nos. 379, 381 and 383 Washington Street, Sales Office No. 124 Front Street.—The leading representative of the molasses industry in New York is the house of Messrs. N. W. Taussig & Co., located at Nos. 379, 381 and 383 Washington Street, with a sales office at No. 124 Front Street. This reliable and responsible house was established in 1866, by Messrs Wm. Taussig & Sons, in Jersey City, and was removed to this city in 1871. The present firm, consisting of Messrs. N. W. and Felix Taussig, sons of Wm. Taussig succeeded in 1884, and have built up an immense and influential trade throughout the entire United States. The building occupied is a substantial five-story brick structure, 80 x 60 feet in dimensions, and unsurpassed facilities are possessed for conducting all operations under the most favorable auspices and upon the largest scale. The firm turn out when busy seven hundred barrels of molasses per day. Their supplies come from New Orleans and from Porto Rico, Trinidad, Cuba, Barbadoes, Antigua and some of the smaller islands in the West Indies, and the utmost pains and care are exercised in the selection and grading of the same. The firm carry a stock for supplying the wholesale grocery trade in Boston, Baltimore, Chicago, Portland and Bangor, Me., and the exigencies of the business require the services of forty men. The largest orders are filled with promptness and care, and inducements are constantly offered to the trade as regards both reliability of goods and liberality of terms and prices which challenge comparison and defy successful competition. The Messrs. Taussig are natives of District of Columbia, residents of Jersey City, and young men of large business experience, thorough enterprise and sterling personal worth, who are worthy of every confidence and the largest measure of success.

**TRANSATLANTIC FIRE INSURANCE COMPANY**, of Hamburg, Germany, No. 54 Pine Street.—A vast field is that of fire insurance and one increasing in usefulness every year, as the magnitude of the country's business increases and as she grows wealthier in possessions. Among the reputable companies devoted to insurance against fire in the American Metropolis the name of the Transatlantic company of Hamburg, Germany, stands conspicuous. The date of the organization of the company is 1872; the original location of its operations being in the city from which it derives its name. Its establishment in this country was effected in 1877; since which time its progress has been signalized chiefly by the transaction of a safe and conservative business, a fact which has been pre-eminent influential in insuring its popularity. To the Transatlantic Fire Insurance Company belongs the honorable and enviable reputation of accepting only the best risks; thus conserving the interests of its policy holders in the most efficacious manner. The management of the company reposes in the hands of gentlemen of thorough and practical experience in all the details appertaining to their calling, possessing meanwhile, in strong measure, the confidence and esteem of the community. The control of the New York branch of this reputable and influential company is in the hands of Mr. E. Harbers, one of the most prominent members of the metropolitan commercial public. This gentleman is a native of Germany, but he has long been earnestly interested in the development and prosperity of this country. He is a gentleman in the prime of life, enjoying the possession of an extensive range of unusual business and personal accomplishments. The duties of assistant manager fall to the lot of Mr. H. Ihner, whose lengthy experience aptly fits him for the efficient discharge thereof. The trustees of the company are, Charles M. Fry, President of the Bank of New York, James Seligman, of the celebrated and reputable house of J. & W. Seligman & Company, and Pane Lichtenstein, whose position in the commercial world is of so influential a character as to obviate the necessity of comment. The business premises of the company are located at No. 54 Pine Street, New York, the convenience of such situation being apparent to any one familiar with the city, the offices being adjacent to the Real Estate Exchange, the prominent banking houses and the great title insurance companies and better class law offices of the metropolis. They occupy an area of 1250 superficial feet and require in their conduct a staff of ten employees. A glance at the recent statement of the assets and liabilities will serve to convince even the most sceptical of the solidity and repute of the Transatlantic Fire Insurance Company, and the justice of its claims to patronage.

**C.** H. WADSWORTH, Wholesale Dealer in Foreign and Domestic Fruits, No. 214 Duane Street.—Few men engaging in business in the metropolis can take a retrospective view of their career with the satisfaction of Mr. C. H. Wadsworth, of No. 214 Duane Street, New York, and No. 39 West Avenue, Wallabout Market, Brooklyn. Ever since the day of his embarkation in his present walk of life in 1865, his progress has been characterized chiefly by a movement, sure and steady, in the direction of prosperity, until to-day he has a right to rank as one of the representative houses engaging in his business. Mr. Wadsworth is a wholesale dealer in foreign and domestic fruits, for which he has a wide and enviable reputation. His specialties are oranges and lemons, and his connection extends throughout the entire metropolis, and comprises in its sphere the outlying environs. Mr. Wadsworth's business location was formerly in the old West Washington Market. In 1889, he transferred the scene of his operations to his present convenient address in Duane Street. Both the city and the Brooklyn establishments present examples of admirable management and systematic control. Mr. Wadsworth purchases heavy parcels of goods at the auction sales, and the range of commodities handled by him is of an extremely comprehensive character. Since Mr. Wadsworth's initial effort in business he has had but one partner, his success being mainly the reward of his individual perseverance and integrity. He is a native of Ulster County, New York, and a gentleman in the prime of life. He has been a resident of the metropolis for forty years and actively identified with the commercial development of the city. Mr. Wadsworth is an active and prominent member of the New York Fruit Exchange, upon the floor of which institution he is respected highly. A review of the representative business concerns prosecuting endeavor in the metropolis would approach a fiasco in its incompleteness did it fail to comprehend the name of C. H. Wadsworth in its pages.

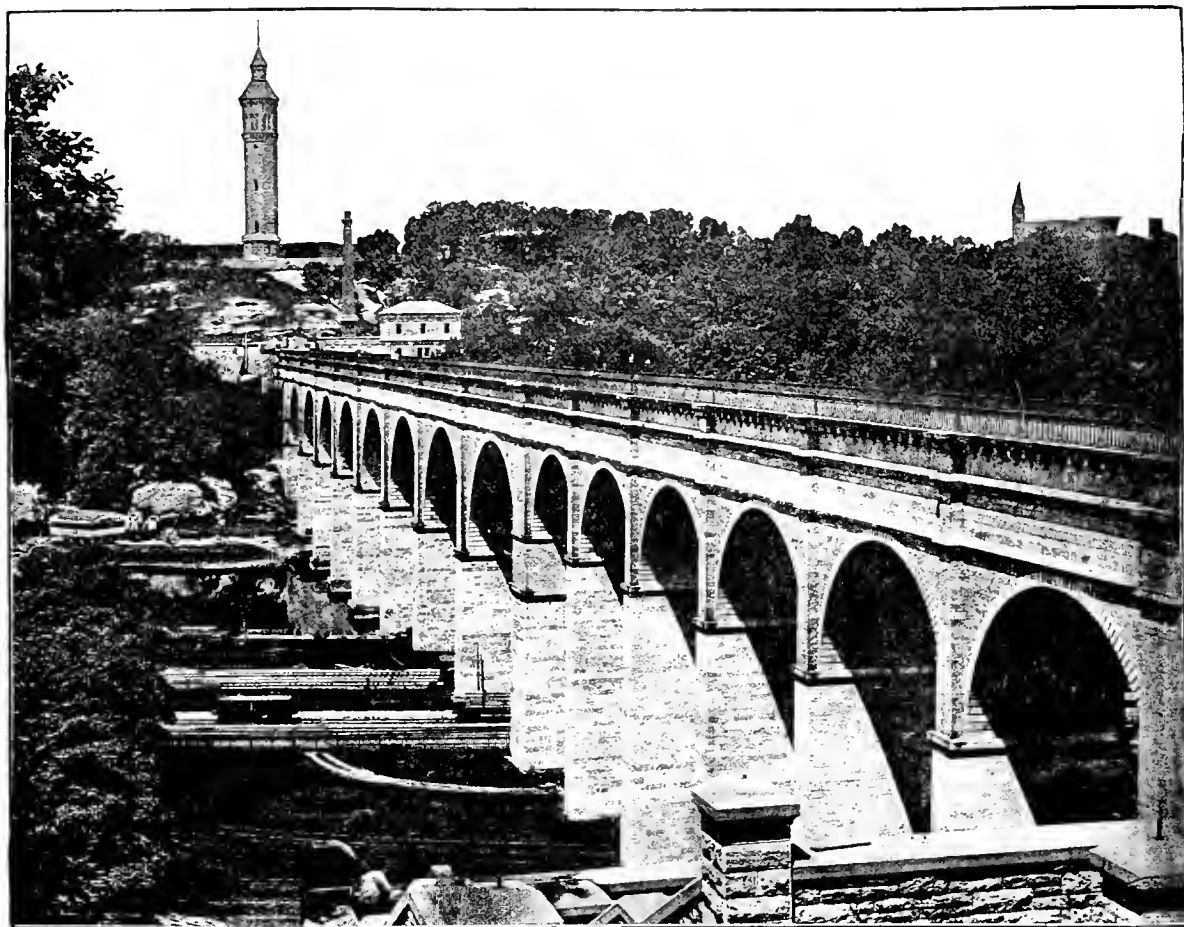
**J**OHNSON & WILSON, General Agents for Saylor's Portland Cement, Aldrich Court, No. 45 Broadway.—The superior quality of Saylor's Portland Cement, which is manufactured in the United States, is too well known in this country to need any comment or praise from us, it being used by our best engineers and masons all over the country. The agents in this city for this popular brand are Messrs. Johnson & Wilson, whose office is located at No. 45 Broadway. The agency was established in 1870 by Mr. J. J. Wilson, and in 1876 the present partnership was formed. The firm have brought to bear perfected facilities which enable them to offer substantial inducements to the trade both as to price and quality. Portland cement has no equal for strength and durability, it is readily applied, rapidly attains great strength, is not affected by frost and is the only sure and safe cement for submarine operations and building and engineering operations where uniform, rock-like solidity is a necessity. The economy of its use has been well demonstrated and it is now generally conceded that its greater strength assures cheaper concrete than when made with our domestic natural cements. It is poor economy to use any but the very best Portland cement which can be furnished by Johnson & Wilson, who have for several years enjoyed the larger share of the American Portland cement trade of the United States. Mr. Johnson is president of the Wilson & Barlie Manufacturing Company of Brooklyn, which is extensively engaged in manufacturing cement pipe, artificial stone for side-walks, etc. and Mr. Wilson, is vice-president of the above named company, the products of which are handled through the New York office. Main office in Brooklyn, but orders are taken at Nos. 85 to 93 Ninth Street, Brooklyn, N. Y. The superior quality of cement handled by this firm and their fair and honorable dealings, are the two essential factors which have enabled Messrs. Johnson & Wilson to maintain their position at the head of a growing and important branch of the trade.

**C**HARLES F. DANE & CO., Solicitors of Patents and Trade Marks, No. 261 Broadway.—Prominent among the experienced and successful solicitors of patents and trade-marks in this city is the firm of Charles F. Dane & Co., whose office is eligibly located at No. 261 Broadway. The business so successfully conducted by this firm was originally established in 1863, by Mr. John Dane, and in 1887, his son, Mr. Charles F. Dane, succeeded to the control under the present name and style. Possessing a foundation understanding of the principles of patent law, a complete and thorough knowledge of the rules of practice governing the administration of the patent bureau at Washington, and a large experience in the profession, this gentleman may be justly considered as eminently adapted for success in patent law practice. Mr. Dane gives his prompt personal attention to the preparation and prosecution of applications for patents and trade-marks, including the making out of specifications, drawings, caveats, assignments, and all papers relating to reissues, designs, labels and copyrights; the making of preliminary examinations as to the patentability of an invention, and investigations as to the scope and validity of patents; attending to cases in interference, upon appeal and before the courts; and to every other item of service necessary to the complete success of the application up to the time the patent is granted and issued by the office. His papers, filed in the interest of his clients, are models of accuracy, wisdom and perfect understanding of the case in hand; while his facilities for securing both American and foreign patents are rarely equalled and never excelled by any other solicitor in the country. He has correspondents in all the principal cities and he enjoys a deservedly high prestige and popularity everywhere as an able, scientific and clear-headed solicitor, and a sound, reliable young business man. Mr. Dane is a native of New Jersey, and a well-known citizen of Orange, in that state. His patrons speak in the highest terms of his zeal and faithfulness in promoting their interests, and his continued success and permanent prosperity in his profession is well assured.

**W**HEELING CORRUGATING COMPANY, H. C. Mechling, Manager, Nos. 81 and 83 Fulton Street.—The leading source of supply in this city for metal roofing, fire-proof shutters and doors, sheet iron, sheet steel, and steel wire nails, is the agency conducted by Mr. H. C. Mechling, at Nos. 81 and 83 Fulton Street. This gentleman is deservedly prominent in trade circles as agent for the Wheeling Corrugating Co., of Wheeling, W. Va.; the Whitaker Iron Co., of Wheeling, W. Va.; and the Cincinnati Wire Co., of Cincinnati, O. The Wheeling Corrugating Co. are widely known as manufacturers of corrugated and plain sheet metal roofings, siding and ornamental ceilings, fire-proof shutters and doors. They prefer selling through reliable agents, and when they have an active agent they do not quote or sell to others in his section, but refer all inquiries to him. They furnish their agents with samples of their different manufactures, and are prepared, through their agents, to sell at low rates, quality considered, while offering none but the best, inviting comparison and guaranteeing goods to be as represented. Hardware dealers, roofers, tinners, carpenters, contractors and general merchants can in a short time build up a paying demand for these goods by giving the business a share of their attention. They manufacture galvanized gutters, corrugated expanding conductors, ridge and cornice caps, and a full line of galvanized, black and painted sheet metal building material of all kinds. Mr. Mechling is manager of their New York office to whom all communications should be addressed. The Whitaker Iron Co. is an old-established concern which has been in successful operation for over thirty years. Its products embrace Crescent sheet iron and steel, both black and galvanized. Their Crescent Brand of Juniata galvanized patent beveled is celebrated throughout the country as being perfect in every respect. The Cincinnati Wire Co., (now the Hazen Company) are manufacturers of the Arrow brand of steel wire nails, including common, fence, shingle, flooring and common brads, light and heavy car nails, clinch nails, wire spikes, barbed and annealed nails, galvanized and tinned nails. These goods are standard in all markets, and commend their own superior merits to the confidence and patronage of critical and discriminating buyers. Representing such reliable houses in this important territory, Mr. Mechling is in a position to conduct all operations under the most favorable auspices. Orders by telephone, telegraph or mail receive immediate and careful attention, and every advantage and benefit known to the trade is granted to patrons. Mr. Mechling is a native of Pittsburgh, Pa., in the early prime of life, and eminently and deservedly popular in business and trade circles.



**C**. G. WUCHERER, Plush, Satin, Leather and Leatherette Cases, Etc., No. 92 Fulton Street.—That New York offers a most encouraging field for enterprising manufacturers, and certainly that it had room for a well-qualified manufacturer of plush, satin, leather and leatherette cases is amply evidenced by the abnormally large measure of success that has attended the business of Mr. C. G. Wucherer whose enterprise was only inaugurated in 1890, and has already found patrons in the city and in various parts of the state, whose transactions with the firm have been at the rate of \$6,000 per annum and are rapidly growing larger. Something of this is due to the fact that Mr. Wucherer, who is of German birth, has made the best of his nine years of residence in this country in keeping his eyes open in his search for the best opportunities for the display of his well trained energy and the investment of his capital; and the conclusion to which he arrived that high-class hand work in the description of work already mentioned, as well as in sample cards and job book-binding has been justified by the event to an extent that gives employment to six skilled hands. The business premises are located at No. 92 Fulton Street where a top floor 25 by 50 feet in measurement is occupied, and a choice and varied stock is there carried, the estimated value of which is \$1,000. The shop is a very neat one, a fact which is perhaps of but little moment in itself but which is characteristic of everything handled by the house, which maintains its rapidly but well-won reputation for the best and most reliable of workmanship and high-grade and durable material, in a manner which augurs well for its future, and bids fair to gain for it a business of even larger proportions. Mr. Wucherer is a middle aged gentleman whose honorable business principles are in strict keeping with the thoroughness of his technical and mechanical knowledge.



HIGH BRIDGE.

**R**ICHARD K. COOKE, Wrought and Cast Iron Pipe and Fittings, Etc., No. 48 Centre Street.—Enterprisingly and ably directed by a thoroughly practical workman of twelve years' experience in the trade, gained with Messrs. Pancost & Rogers, and with Mr. E. Rutzler, respectively, the enterprise of Mr. Richard K. Cooke, as a dealer in wrought and cast iron pipe and fittings, steam, gas and plumbers' supplies, initiated in September, 1890, has already struck firm root, and is taking its growth with a rapidity which exceeds even the proprietor's most sanguine expectations. Greatly promotive of this has been the possession of the "American Pipe Hanger," an ingenious contrivance for readily, inexpensively, and securely hanging pipes, which is Mr. Cooke's own invention, and for which he obtained a patent. The premises occupied consist of a ground floor, 25 x 100 feet in expanse, extending from No. 48 Centre Street to Park Street, containing a very full and comprehensive stock of pipes, fittings, etc., and a thoroughly representative assortment of heaters and boilers, which are also extensively handled. In each line the goods carried are distinctly first class, and the business done is an exceptionally brisk one, the proprietor, who is of New York birth, being not only experienced in the trade, and therefore well qualified to provide in a complete and thorough manner for the requirements in each branch, but also notably business like, energetic and pushing, considering no trouble too great to gain the unqualified satisfaction of patrons, and omitting no opportunity to procure goods of reliable quality at the closest cut rates. He is a young man, and is generally popular.

**H.** J. BAKER & BRO., Manufacturers of Chemical Fertilizers, Refined Camphor, Fertilizing Materials, Refined Borax, Refined Saltpeter, Proprietors of the East India Chemical and Fertilizer Works, No. 215 Pearl Street.—Forty odd years or more of uninterrupted prosperity marks the history of the widely known firm of H. J. Baker & Bro., proprietors of the East India Chemical and Fertilizer Works, and importers of shellac, nitrate of soda, plumbago, chlorate of potash, etc., No. 215 Pearl Street. The concern is one of the oldest and leading in the line indicated in New York, and maintains a reputation for quality of goods and reliability in dealing second to none in the trade. Many years ago the justly famed brands of castor oil, "Baker's "AA"" and "Crystal" brands which the trade have known and appreciated for very many years, have certainly, in the eastern part of the United States, taken precedence over all other brands. Lately, however, this part of their business has been formed for purposes of convenience, into a stock company, the members of the firm being the stockholders. They manufacture refined camphor, refined borax, saltpeter and kindred preparations, and their productions are in extensive and increasing demand throughout the entire country. This firm also manufacture a class of chemical fertilizers and fertilizing materials of a distinctly meritorious character, while they import quite extensively also, a line of high-grade chemicals for fertilizing purposes, etc., and, altogether, the business of the house is exceedingly large. The Baker Castor Oil Company's factory is in Jersey City and is most complete, having an immense capacity for turning out castor oil, and having every improvement requisite for making a fine and handsome product. It is situated very near the water front, also, very near the railroads, so that the shipping facilities are excellent. Their factory for the manufacture of fertilizers, etc., is in Brooklyn, conveniently situated on the Gowanus Canal. The facilities for shipping and receiving by water are excellent. The property comprises thirty-seven city lots, and their factories are magnificently adapted for the manufacture of fertilizers, etc., being replete with powerful machinery and all the latest improvements known. The works are capacious and completely equipped, the manufacturing facilities being ample and excellent, and employment is furnished there to a large force. The premises occupied as office and salesrooms comprise a 25 x 100 ground floor and basement, and are well ordered in every respect, while a full staff of clerks, salesmen, porters, etc., are here employed. A very large and first-class assortment is constantly kept on hand, and the stock, which is of a comprehensive character, includes refined camphor, refined saltpeter, refined borax, chemical fertilizers and fertilizing materials in great variety, German potash salts, shellac, plumbago, nitrate of soda, chlorate of potash and everything in this line. Every article sold by this reliable house is fully warranted, while the prices quoted are maintained at the very lowest consistent figures. This flourishing business was established in 1830, and has always been conducted under the firm name that heads this sketch, although the founders have been dead for some time. Messrs. H. J. Baker and W. D. Faris, the present members of the firm, are gentlemen in the prime of life and natives of this city.

**T.** W. McGOWAN, JR., Commission Merchant and Dealer in Hops and Malt, Nos. 36-38 Whitehall Street.—T. W. McGowan, Jr., Commission merchant and dealer in hops and malt, has been established in the business here since 1867, and possesses an intimate knowledge of every phase and feature of the hop trade. His connections and facilities, both at home and abroad, are of the most superior character, enabling him to obtain his supplies of foreign and domestic hops direct from the best growers, while he at all times makes liberal advances on consignments. He is also a recognized authority as regards the grades and qualities of hops, and a test by him is quite sufficient to determine the value and standard of any particular lot. Mr. McGowan is especially prominent in trade circles as sole agent in this country for the sale of the Foreign Hop Lupuline. As a partial substitute for hops, Lupuline cannot be equaled. When it is used with hops the beer turns out as good as any in the market, and is guaranteed to keep sound through all seasons. It is recommended to be used in the proportion of one-third or one-fourth of the hops ordinarily used. In breweries where it is used the yeast has improved in quantity and quality; the beers consequently are bright and free from the least taint of acidity. As a commission merchant and dealer, Mr. McGowan has a connection and trade extending to all parts of the civilized world. He numbers among his permanent customers many of the most eminent brewers in the country. Mr. McGowan is also sole importer and manufacturer of Mineralline for piano and organ actions, also for electrotypes and all lubricating purposes, on any kind of machinery. Mineralline is a most valuable article for piano and organ manufacturers, and is used by the largest firms in the country. It is also used for lubricating wood bearings. Mr. McGowan is a native and well-known resident of Kings County, N. Y., in the prime of life, a member of the United States Brewers' and Malsters' Association, and both as regards enterprise and integrity, he justly merits the high reputation to which he has permanently attained.

**J.** AMES B. CRAFT, Engineer and Contractor, No. 74 Cortlandt Street.—An industry of widely recognized importance in its range of application is that so ably represented by James B. Craft, of No. 74 Cortlandt Street, under the head of engineer and contractor, and patentee and builder of the "Craft" ice and refrigerating machine, and dealer in engines, boilers, pumps and steam specialties. Mr. Craft, who is regarded by competent judges as one of the leading and most expert engineers in this city, has been established a number of years, and was formerly located at No. 92 Liberty Street. The growth of his business called for more extended quarters, and Mr. Craft sought his present ample location. He takes contracts in all parts of the country to build machinery, and furnishes all appliances for carrying out the same. Everything incident to the line of industry is done in the best manner, and a large force of skilled workmen is employed by Mr. Craft in the consummation of his duties. The "Craft" ice and refrigerating machine is classed among the most noted and valuable improvements of the day, and in this particular specialty Mr. Craft has made a desirable advance. His engines, pumps, boilers and steam specialties are all of the latest designs and the best make, and give universal satisfaction. Mr. Craft, who is a resident of New Jersey, is a practical and skillful exponent of the engineers' and contractors' calling and widely esteemed in business circles for the sterling principles evinced in the conduct of his justly successful enterprise.

**B.** D. HASELL & CO., Manufacturers' Agents, and Dealers in Railway Supplies, Rails, Equipment, Tires, Steel, Blooms, Metals and Machinery, No. 66 Pine Street.—The immense railroad system of the country, growing in extent and equipment with rapid strides, with each succeeding year, is the means, more or less direct, of bringing to the front ranks of the trade, a number of the more enterprising firms engaged as agents for manufacturers of railroad supplies; and this rightful self-assertion is observable in no more marked degree than with the reliable house of Messrs. B. D. Hassell & Co., manufacturers' agents and dealers in railway supplies, rails, equipment, tires, steel, blooms, metals and machinery, located at No. 66 Pine Street. This business was established in 1886, the present partners being Mr. Bentley D. Hassell and Mr. James W. Quintard; and upon the former gentleman devolves the sole proprietary management, Mr. Quintard, being a special partner. Its steady progression to the front ranks of the trade is the immediate effect of the many facilities at its command for obtaining from reliable manufacturers, the many goods requisite to railroad construction and effectual maintenance, as well as the unqualified satisfaction it is enabled to give to contractors, railroad corporations and others, by furnishing them with a full line of supplies of the most reliable manufacture, on terms and conditions alike favorable and straightforward. With these two classes of trades, the firm is held in the highest repute, they being accorded unlimited confidence and enduring support, from wholesale consumers in all the principal seats of industry throughout the country, orders reaching the firm chiefly by means of correspondence through the mail. A due executive staff of three efficient assistants is retained for the clerical duties incidental to the undertaking; and the offices at the location above noted, are provided with every facility for expediting the transaction of the important trade controlled. Both Mr. Hassell and his special partner, Mr. Quintard, are native Americans, and are well-known business men and very popular.



**J.** CLARK CURTIN, No. 24 Whitehall Street, Cable Telephone "194 John."—New York is ably maintaining her supremacy in every branch of the export trade. Representative among her principal houses that are materially increasing this volume of trade is that of Mr. J. Clark Curtin. This house supplies railway companies in Buenos Ayres and Montevideo with railroad iron, oils, grease and a full line of supplies, and operate a branch office in Buenos Ayres. The business was established in Buenos Ayres in 1885, and the branch in New York was established in 1887. The head of the house, Mr. Curtin, now resides at Buenos Ayres, and has placed the management of the business in this city in the hands of Mr. Thomas Richardson, who is fully conversant with every detail of this important trade. He effects large purchases of railway supplies at the most advantageous rates, and ships them to South American ports in immense quantities, while offering the rarest inducements as regards terms and prices. Quality is ever the first consideration, and they are supplying the best goods in their line, and fast becoming an important factor in the commerce of this country. Mr. Curtin is a native New Yorker, while Mr. Richardson was born in England, and came to New York in 1865. Both gentlemen are exponents of the strictest principles of commercial integrity.

**B.** ERGER BROTHERS, Importers and Manufacturers of Advertising Novelties, Etc., No. 62 Reade Street.—Many are the facilities—essentially peculiar to themselves—that are possessed by the responsible house of Messrs. Berger Brothers of No. 62 Reade Street for obtaining direct, the several different lines of goods so extensively handled by them, chief among which are advertising novelties of every description. In this connection, the firm act as the duly accredited general agents for European houses, among others being some eminent printers, in Bavaria, Saxony, Prussia, etc., as well as being sole agents for the celebrated European oleographs. They also publish every year from four to six editions of entirely new subjects suitable for the advertising trade and controlled by Berger Bros. From these important sources of foreign supply, the firm import direct, pictorial books, show cards, chromo and sheet goods, oleographs, as well as all kinds of advertising novelties, while the "World Views," of which over a quarter of a million were sold in 1890, hangers and frames, also come within the comprehensive scope of the enterprise. The business was initiated in 1882, by the present proprietors, Messrs. Oscar and Gustave Berger, on Broadway, whence it was removed two years ago to its present location. Since its inception the house has enjoyed an unbroken record of popularity and success; its many lines of goods being of that high artistic design, lateness of pattern and choice variety and quality, that have been mainly instrumental in accruing to it, the extensive and flourishing trade it now controls, reaching to all the chief commercial centres throughout the Union and Canada; and being materially augmented in its volume by the efforts of four traveling salesmen who are constantly out in the firm's interests. Mr. O. Berger spends most of his time in traveling for the interests of the house, visiting all the large factories and advertisers, and is known in almost every city in the Union. Mr. G. Berger is the buyer and home manager for the concern, and goes to Europe for new designs and novelties, and arrangements have been made by the firm to represent some of the European manufactures at the World's Fair in Chicago in 1893. The premises occupied, consist of three spacious floors—the third, fourth and fifth, at the location indicated, used as store, and sales-room, being well fitted to meet the exigencies of the brisk trade carried on, and a staff of some thirty duly qualified assistants being regularly employed. A very heavy and carefully selected stock of chromos, cards, oleographs, hangers and frames, advertising novelties of every description, as well as of the many other lines of goods handled, is always carried; their prices commanding a ready turnover and their quality guaranteeing satisfaction in each case. Messrs. Oscar and Gustave Berger are both of German birth, and came to this city in 1882.

**A.** R. VAN NEST & CO., (Established 1735), Fine Horse Goods, No. 120 Chambers Street and No. 50 Warren Street.—This is the very oldest and the most representative concern of the kind in the country, and for almost an entire century has been a prominent factor in the trade. The firm, who import direct from England, handle only the very finest productions, while they turn out a class of work of exceptional excellence from their factory at Newark, New Jersey, and every article leaving this establishment is warranted as to workmanship and material. They are agents for J. T. McKerron's California racing boots, and also for several noted English saddlers, and their business, which is of a most substantial character, grows apace with years, selling the first-class trade throughout the United States. The firm occupy as office, salesrooms, etc., three spacious floors and basement, running through from Chambers Street to Warren, with commodious manufacturing premises in connection, besides completely equipped with steam, machinery, etc., and employ forty as a staff, all told, here, in addition to a large force of expert hands at the factory in Newark. The various departments are well appointed and excellently arranged, everything about the concern bespeaking order and admirable management, and the proprietors exercise immediate supervision over every detail of the business. A vast, varied and exceedingly fine assortment is constantly carried on hand, the stock, which is of a most comprehensive character, comprising celebrated English racing saddles, and accessories, ladies' and gentlemen's riding saddles, bridles and kindred articles, high-class equestrian outfits generally, handsome carriage, cart and buggy harness of every description; horse blankets and sheets, lap-ropes, nets, etc., horse boots and leather specialties, coach and riding whips, halters, surcingle, martingales, jockeys' sandries, chamois skins, sponges, curry combs, brushes and a multifarious collection of goods in this line, and all orders receive prompt attention. The prices quoted are invariably the lowest figures consistent with quality of material and character of workmanship, only strictly first-class goods being offered for sale here, and relations once entered into with this time-tried and responsible house are reasonably certain of leading to a permanent business connection. This flourishing business was established in 1735 by Abraham Van Nest (grand-uncle of the present senior member), and some years later the firm name became A. R. Van Nest & Co., under which style it has since been conducted with uninterrupted success. The individual members now are Alexander T. Van Nest, who has been in the firm a quarter of a century, and J. Newton Van Ness, a partner for the past ten years.

**J.** NEWTON VAN NESS & CO., Manufacturers and Importers of Fine Horse Goods, No. 120 Chambers Street.—J. Newton Van Ness & Co., are widely and favorably known all over the United States, supplying all the noted racing stables in America. They are manufacturers and importers of fine horse goods, harness, polo outfits, etc., and their patronage, which is at once extensive and of a most desirable character, affords evidence of steady and substantial increase, their trade, which is principally of a retail nature, reaching throughout the entire continent. This popular and prosperous firm was established some four years ago, and the positive and permanent success that has attended the enterprise from the start, abundantly attests the wisdom that inspired the venture, to say nothing of the superiority of the productions made and handled by them. They make a specialty of English turf goods, jockey outfits and high-grade carriage harness, turning out a notably fine class of work, and every article sold by them is guaranteed to be A No. 1. The quarters occupied for business purposes on Chambers Street are commodious, ample and thoroughly equipped, and a splendid assortment is here displayed, while efficient clerks and salesmen are in attendance, the stock, which is very complete, includes racing, riding and side-saddles, bridles, halters, McKerron's horse boots, etc., superb harness in great variety, everything comprehended in polo outfits, blankets, sheets, robes, whips, stable specialties, jockey supplies and, in short, fine horse goods of every description. The prices prevailing, too, are the very lowest at which the goods can be sold for, and all orders are attended to in the most expeditious and trustworthy manner, communications by telephone receiving prompt response. Messrs. J. Newton Van Ness and Alex T. Van Nest, who compose this firm, also constitute the personnel of the firm of A. R. Van Nest & Co., doing business at the same address.

**T**HE ROBERT S. GOULD CO., Brass Goods Manufacturers, Nos. 261 and 263 Canal Street.—The very prominent and flourishing manufacturing concern known as The Robert S. Gould Company since its incorporation under that title five years ago, was founded by the gentleman whose name it bears in 1876, and continued under his control until the date of his death in 1886. Upon its inauguration as a stock company, Mr. Jas. Jackson became its president; Mr. C. W. Lawrence, its treasurer, and Mr. Harry Reubel, its secretary; and, under their talented, alert, and experienced guidance, the high prestige it erstwhile enjoyed has been fully sustained.



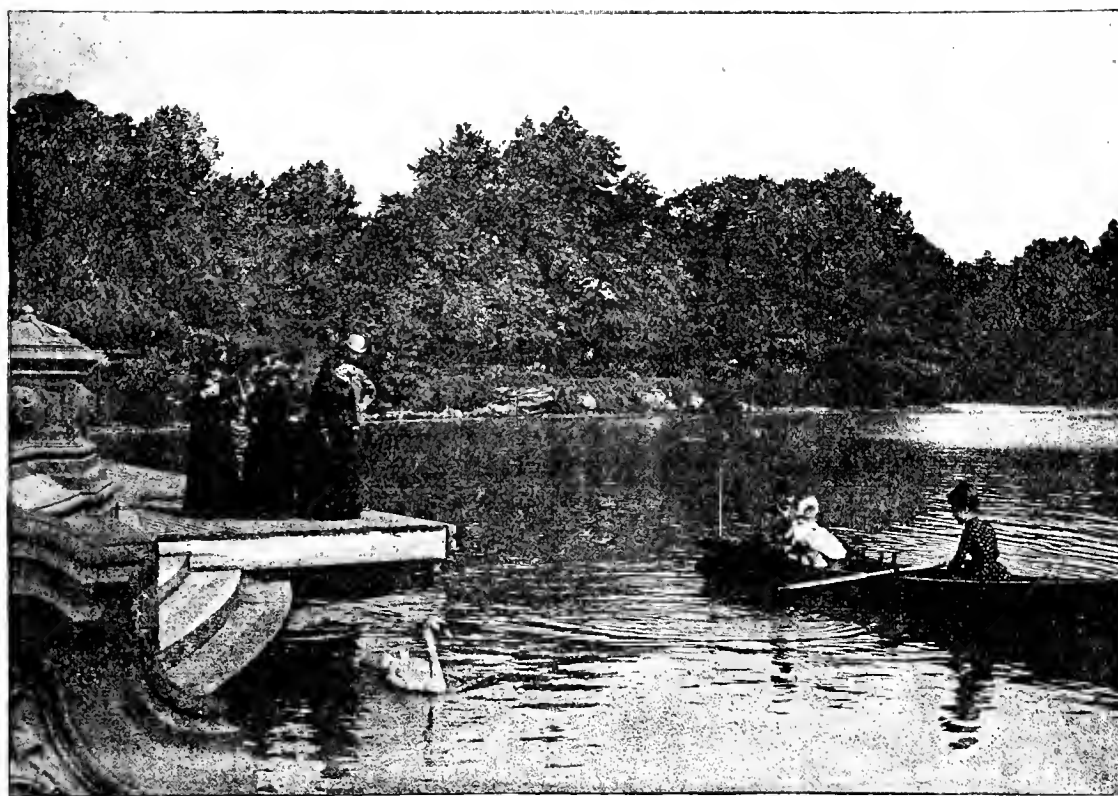
The scope of the company's industrial operations embrace the manufacture of curtain poles, stair rods, upholstery and carpet hardware of all kinds, and the production of a great variety of cabinet and other brass goods, for which purpose it has a fine three-story factory on Forty-third Street, provided with all modern machinery, organized in a very perfect manner, and manned by a large staff of competent workmen. As office and salesroom a spacious ground floor—no less than 60 x 250 feet in expanse—is occupied at Nos. 261 and 263 Canal Street, which fronts also on Howard Street, and is supplemented by a commodious basement. Here a most handsome display is made of the beautifully finished and artistically designed specialties of the house, and a very heavy and complete stock is carried to enable it promptly to fill orders from the trade—with whom it alone deals—constantly reaching it from all parts of the United States and abroad, either through its numerous commercial travelers or direct by mail. The executive officers, whose names have been mentioned, are all old residents and well known business men of New York.

**T**HE MORRIS EUROPEAN AND AMERICAN EXPRESS COMPANY, (LIMITED), Nos. 18 and 20 Broadway.—Probably the largest and oldest established European and American express business in this city, is that of The Morris European and American Express Company, (limited) located at Nos. 18 and 20 Broadway. The business which this company has so successfully maintained since its incorporation, was established in 1858, by Mr. L. W. Morris, who was succeeded by Messrs. L. W. Morris and Son, and they, again, by the present company in 1889, it being then duly enrolled as a corporate body, under the laws of the state of New York. The premises in this city, at the location indicated, consist of a basement floor, 25 x 90 feet in dimensions, and are fitted with every convenience for facilitating the expeditious handling of the goods—of the most heterogeneous nature—which pass through the company's hands from time to time. The receiving from and forwarding to all parts of the globe, of merchandise, machinery, works of art, musical instruments, personal and other luggage and miscellaneous packages of every description are undertaken; the quickest and safest means of transportation being ensured in each instance; and for the furtherance of patrons, best interests, and to ensure expedition and complete satisfaction, duly accredited agents are established in all the principal cities and commercial centers of the world. The company was incorporated with a capital of \$50,000 and besides their regular foreign express business, they act as general forwarders and custom house brokers, and possess every facility for duly carrying out the duties incidental to these callings. The officers who are responsible for the sound direction of every detail of this extensive and highly enterprising undertaking, are Mr. L. W. Morris, a native of Germany, with a residence in this city of thirty-seven years; president, Mr. William O. Hempstead, a native and resident of Philadelphia, first vice-president and Mr. A. B. de Frece, a New Yorker by birth, and a present resident here, second vice-president and managing director.

**B**RENTWOOD PARK IMPROVEMENT COMPANY, No. 280 Broadway.—The suburban districts of New York, as well as city property itself, is rapidly increasing in value, and more and more attracting the attention of judicious investors and capitalists to its lasting advantages. There is no place, among the various locations from which to choose, that offers more substantial attractions and is so invitingly pleasant as Brentwood Park, located on the line of the Long Island Railroad, forty miles from city hall, or about an hour's ride from the metropolis. Half a mile from Brentwood Station is the famous Austral Hotel, which has two hundred rooms with fires and all comforts and modern improvements in them, and where guests can have unsurpassed board at \$5.00 a day. Brentwood Park owes its prosperity and increasing popularity to the Brentwood Park Improvement Company, whose office is at No. 280 Broadway. This company was organized and incorporated two years ago, with a capital stock of \$100,000, and has the following gentlemen for officers: president, Edward F. Cummings, of the Western Union Telegraph Company; treasurer, Wm. A. Collingwood, lumber merchant; secretary and manager, John H. Blake; attorney, John B. Sabine, attorney-at-law. The company own 700 acres of land at Brentwood Park, which has been appropriately divided into building lots, and it is offered for sale at from \$10.00 to \$150.00 a lot, according to location. The prices are remarkably low, and sales are made for cash only. A perfect title is guaranteed all buyers, and any investments made in Brentwood property are certain to afford permanent satisfaction. Mr. Blake, the energetic manager of the company, is at all times pleased to receive visitors and to afford all information desired regarding the lands offered for sale.

**F**ROSE & CO., Starch Commission Merchants, No. 158 Chambers Street.—The metropolis is the recognized center of trade for all staple products, both export and home consumption, and among the representative commission houses is that of Messrs. F. Rose & Co., located at No. 158 Chambers Street. This firm are deservedly foremost in their line as Starch Commission Merchants, handling corn starch, wheat starch and potato starch, for home and export trade. They established their business here in 1880, conducting its affairs upon a scale of increasing magnitude, and largely to the development of the city's interest in this line. They bring ample resources and influential connections to bear, and are noted on both continents for handling the most reliable goods and for offering the rarest inducements as regards both quality and price. They are especially prominent in trade circles as agents for the National Starch Company's goods, which corporation has twenty-one different factories in this country. This firm are thus enabled to count upon an adequate supply at all times, and to guarantee the prompt and perfect fulfillment of all orders and commissions. They have also achieved the highest of reputations for the excellent condition in which their goods reach European ports, and they are thus able to compete successfully with the largest manufacturers and shippers across the water. Their trade is annually increasing in volume and importance upon the legitimate basis of supply and demand, and their goods are justly recognized as standards in both home and foreign markets. The activity and enterprise of this reputable house need not be recounted here, since its merits are fully recognized both in the home and export trade, and New York may well be congratulated on the possession of so eminent a house in this staple branch of trade. The individual members of the firm are Messrs. Fredrick Rose and B. Josephson. Mr. Josephson is a native and well-known citizen of Brooklyn, while Mr. Rose was born in Austria, and came to this city twenty years ago. Both are in the early prime of life, energetic and alert in method, reliable and responsible in their dealings, and members of the Merchantile Exchange, ever according a hearty support to all measures best calculated to advance the permanent welfare and prosperity of that institution.

**USHER & OSBORNE**, Manufacturers' Agents, Crockery, Glassware and Lamps, New York Office, No. 96 Church Street.—Messrs. Usher & Osborne, are manufacturers' agents for the sale of crockery, glassware and lamps, with office and salesroom conveniently situated at No. 96 Church Street, and headquarters located at No. 89 Pearl Street, Boston. They represent the following: Northwood Glass Co., Martins' Ferry, O., artistic blown table ware and art glassware; Standard Glass Works, Wellsburg, W. Va., colored globes, shades, etc.; Excelsior Flint Glass Co., Pittsburgh, Pa., lamp chimneys; Specialty Glass Co., East Liverpool, O., electrical and druggists' ware; Mayer, Arsenal Pottery Co., Trenton, N. J., majolica; Atterbury & Co., Pittsburgh, Pa., tableware and novelties; Model Flint Glass Co., Findlay, O., flint tableware and bar goods; Crystal Glass Co., Bridgeport, O., crystal tableware; J. W. Crosall & Sons, East Liverpool, O., yellow and Rockingham ware; Robert Shummon, New York, for C. Challinor & Co., Fenton, Eng.; A. J. Wilkinson, Burslem, Eng.; and altogether Messrs. Usher & Osborne have an extensive and steadily increasing business. This enterprising and well known firm was established in 1885, in Boston, opening the New York branch, (which is under the efficient management of A. G. Menzies) soon after. The quarters occupied at No. 96 Church Street are commodious, ample and well appointed, several clerks and salesmen being here employed, in addition to a number of representatives on the road (some half a dozen of whom are from the Boston house), and a large, first-class sample stock is constantly kept on hand. The firm quote the lowest manufacturers' prices, and offer the most liberal inducements to the trade, being prepared to fill orders for anything in the line above indicated at exceptionally favorable terms; and relations once entered into with these gentlemen are certain to lead to an enduring business connection. Mr. Menzies, their representative in this city, is a gentleman in the prime of life, and a New Yorker by birth. He is a young man of thorough experience, as well as of energy and business ability, deservedly esteemed in mercantile, social and military circles, and is an active member of the Twelfth Reg't, N. Y. S. N. G., the A. L. of H. and other associations.



CENTRAL PARK—THE LAKE.

**PIERCE & THOMAS**, Manufacturers' Agents, No. 42 Cortlandt Street.—New York has no better source of supply in the important lines of steam-engines and boilers, rock breakers and ore crushers, than that afforded by the agency of Messrs. Pierce & Thomas, located at No. 42 Cortlandt Street. This firm are prominent in the industrial world as agents for the Young-Brennan Crusher Company, manufacturers of the Brennan Rock Breaker and Ore Crusher; McIntosh, Seymour & Co., builders of horizontal, self-contained automatic cut-off engines; T. M. Nayle, manufacturer of portable, stationary, agricultural and vertical steam-engines and boilers; the Porter Manufacturing Co., limited, manufacturers of engines and boilers; and established their business here in 1887, succeeding Young & Thomas, who were established in 1872. They occupy spacious and commodious salesrooms, and carry a full supply of the specialties they represent, to the end that no delay may be experienced in the filling of orders. The engines and boilers furnished by this reliable and responsible firm are widely famous for their strength, simplicity, durability and perfection of operations and have no superiors in this or any other country. The variety of makes and styles is so great that the needs and requirements of all classes of buyers are readily suited, and at terms and prices which are safe from successful competition. Contracts and commissions are promptly filled, and many of the incidental improvements in the engines and machinery supplied here are due to the large practical experience and close observation of Messrs. Pierce & Thomas, who are determined that perfection shall be as nearly attained as human ingenuity can possibly achieve, in all works supplied by them. They are selling these valuable specialties not only to leading manufacturers and corporations in this city, but are also building up a large and influential export trade with many foreign countries. The co-partners, Messrs. Frank M. Pierce and Robert P. Thomas, are native New Yorkers, and young men of large business experience, intelligent enterprise and sterling personal worth.

**CHAS. E. BLISS**, Wholesale Commission Merchant in Eggs, Butter, Cheese, Poultry, No. 152 Reade Street.—The importance of the business in which it is engaged and the volume of trade which it commands make the house of Mr. Chas. E. Bliss, the wholesale commission merchant, one of the most prominent in its line in this city. The house was established in 1871 on Washington Street and has occupied the present location for the past nine years. The business premises comprise a store and basement 25 x 100 feet in dimensions, fully equipped with everything necessary for the convenient handling and proper preservation of goods. The basement is fitted up with ample room for the cold storage of from 2500 to 3000 tubs of butter. Large consignments of butter, cheese, eggs, poultry and all farm products are daily received and promptly disposed of to the very best advantage, and quick returns are made. No establishment in New York enjoys more perfect facilities for securing and handling the products in which it deals, or covers a wider territory in its transactions. Mr. Bliss offers the most tempting terms to producers and shippers, liberal advancements being made on consignments and great zeal being manifested in the protection of their interests. The produce commission industry bears an important part in the grand aggregate of the commerce of New York and judgment and experience of superior character is required in its successful prosecution. Mr. Bliss is possessed of a thorough knowledge of the wants of the trade and of enterprise and ability of the highest order. The liberality of his management and the perfect system developed in the conduct of the affairs of the house have conspired to multiply the advantages it offers. Mr. Chas. E. Bliss was born in Cortland Co., N. Y., and has been a resident of this city about thirty years. He is a progressive, practical business man of high standing in the favor of the community.

**CHARLES COLLINS**, Live Stock, Pigeons, Etc., Nos. 52 and 54 Jay Street.—An industry which has for one of its missions the catering to the tastes of the wealthy in the matter of their pastimes, has a multitude of chances of winning the swift favors of the genins of Good Fortune and of becoming a flourishing branch of endeavor. Such an industry is that practised by Mr. Charles Collins of Nos. 52 and 54 Jay Street, New York City. Mr. Collins makes a specialty of furnishing live pigeons for shooting purposes, selling over 50,000 per year to the numerous shooting clubs located round the city. Mr. Collins charges per pair for the living birds, and allows per dozen for dead ones; an examination of which serves to prove the lucrative character of this branch of Mr. Collins' business. In addition to this department Mr. Collins carries on a business as a dealer in live calves, sheep and lambs, and handles extensively all kinds of live poultry. He also conducts an extensive commission business, having an influential connection among the prominent stock raisers of the section, and receiving a heavy range of consignments of pigeons from Pennsylvania, Ohio and Illinois. Mr. Collins established himself in business in the metropolis twenty-seven years ago, the location of his premises at the time of his initiatory effort being in West Washington Market. He has been at his present convenient address for over two years, his business continuing to expand at a healthy rate. The present premises consist of a floor and a basement, each covering an area of 1200 square feet, which are suitably equipped for the successful conduct of a large wholesale business such as is carried on by Mr. Collins. Mr. Collins is a native of Mount Holly, N. J., and resides at present in Jersey City.

**FRASH & CO.**, Manufacturers of Champagne, Wine Growers and Dealers in American Wines and Brandies, Mercantile Exchange Building, Nos. 87, 89 and 91 Hudson Street.—Much of the improvement noticeable in California wines in this city has been due to the ability and enterprise of the house of Frash & Co., manufacturers of champagne and wine growers, and dealers in American wines and brandies, located in Mercantile Exchange Building, Nos. 87, 89 and 91 Hudson Street, corner of Harrison Street. This house has been in successful operation for a period of fifteen years, and has developed an extensive and influential trade with jobbers throughout all the United States. Mr. Frash, the moving spirit of the enterprise, has been identified with the wine business for forty years, and planted the first vine for raising grapes in Yountville, California, where he resided for a number of years. He is recognized by the trade as one of the most expert wine growers in this country, and his champagne, cased clarets and hock are conceded to be the ne plus ultra of fine American table wines, widely and deservedly noted for their choice flavor, tone, and health-giving properties. He is producing some three hundred dozen bottles per day of the above named specialties, which are retailed for one dollar per quart or fifty cents per pint. Every article sold by this responsible house is warranted as represented, quality and quantity being guaranteed in every instance, and orders large or small receive immediate attention. Mr. Frash is a native of Germany, and has resided in this city for twenty years. He is ably assisted in the management of his business here by Mr. F. Ayers, who has had an experience of sixteen years in this line, and is a gentleman of reliability and integrity.

**C. B. PORTER'S** Commission Agency, Woodenware, Acme Clasp, Butter Cloths, Packages for Butter, Oysters, Candy, Tobacco, Etc., No. 101 North Moore Street.—In compiling a treatise upon the industrial prosperity of the American metropolis one finds it necessary to marshal the different departments of human endeavor engaged in such city under two important heads: those representative and those exerting only a minor influence upon the welfare of the place. Conspicuous among those ranking under the former heading is the reputable house of C. B. Porter, of No. 101 North Moore Street. Mr. Porter has been established in business at his present locality for a period of ten years past, during which time he has developed an extensive and valuable connection extending throughout the several states of New York, New Jersey, Pennsylvania and New England. The business conducted by him consists of a manufacturers' agency upon commission, for woodenware articles, butter cloths, packages for butter, oysters, candy, tobacco, etc., one of his specialties being an appliance known as the "Acme" clasp. Mr. Porter handles car lots of goods, shipping direct from the factories. The premises occupied by the gentleman are located in a most suitable district of the city. They consist of a floor and basement, each covering an area of 2,500 square feet and are equipped with every necessary appointment designed to facilitate the conduct of a large and expanding business. Mr. Porter is a native of Connecticut but his residence is in Newark, N. J. He is a gentleman of middle age, enjoying the confidence and respect of all with whom his business and personal transactions bring him in touch.

**B. J. HARAN**, Foreign Fruits, No. 202 Washington Street.—New York is famed for the versatility of its citizens, and the fact that this inherent qualification, with general business aptitude, is of inestimable value in mercantile affairs, is well illustrated by the gratifying measure of success achieved by Mr. Haran, as a dealer in foreign fruits, at No. 202 Washington Street. That gentleman, who inaugurated his enterprise in 1889, in conjunction with Mr. H. Smith, and became sole proprietor upon the retirement of the latter in October 1890, having previously been a clerk in a drug store, and proprietor of a pharmacy for eighteen months. With rare adaptiveness he embarked in the present enterprise, and the record of the firm, so far, clearly demonstrates that it has marked vitality, and the potency of a very flourishing future; its transactions already reaching large proportions. Foreign fruits are bought on the docks, and the admirable manner in which the stock carried is made representative of the fruits from time to time in season, gives substantial evidence of the alertness of its principal, while the figures quoted may be taken as a reliable index of his keenness as a buyer, and his appreciation of the fact that to secure a large annual turnover, and a corresponding yearly net profit, small margins of profit on each transaction are evidence of the truest wisdom. The premises occupied at the address indicated consist of a commodious and admirably arranged and fitted basement, 25 x 100 feet in dimensions, the whole of the space thus afforded being utilized for the carrying of a large, miscellaneous, and well-selected stock; and the trade of the house, though chiefly local, is of a brisk and extensive character, the proprietor being assisted by two competent employees. Mr. B. J. Haran, who is a gentleman in the active prime of life, and possessed of progressive methods, is a native of New York.

**W.** W. WRIGHT, Billiard Expert, No. 147 Fulton Street.—There is no man in New York who enjoys a more extensive and varied experience in the line of a billiard expert than W. W. Wright, of No. 147 Fulton Street. He is the proprietor of a finely fitted ball, 25 x 75 feet, which is patronized by the leading business and professional men who enjoy an hour during the day in recreation. But it is to the interesting personal history of Mr. Wright that this article points. He was born at Fort Lee and during the war was in California and the west, where he became known as one of the noted crack shots. He has a fine record and is known as the champion of Nevada, having played there with "Tip" Arndorff and beaten him with a run of 768 points, the largest record ever made up to 1868. He has also played with Slosson, and up to 1868 had made an average of 71 points in the four ball game, the best record at that time. Mr. Wright has a great fund of billiard reminiscences and is an interesting and genial companion for an hour's chat over the famous game. He is a familiar figure at all of the matches and is classed as one of the most honorable men in this profession. Mr. Wright has the recently purchased old Edwards place at Pleasure Bay, Long Branch, where he is putting up a hotel, called as formerly the Old Riverside Hotel, which has one of the finest sights in all that locality, it being situated on the southeast bank of the Shrewsbury River and where he will be pleased to see all old friends.

**B** OHEMIAN GLASS WORKS, Manufacturers of Homœopathic Case and Sample Vials, Glass Syringes, Test Tubes, Etc., No. 214 Pearl Street.—In a branch of industry which requires special training of a high order, technical knowledge and expert skill, the proprietor of the well-known Bohemian Glass Works at No. 214 Pearl Street, has been accorded a very large measure of support. Almost from the date of the inception of the enterprise in 1860, the business has extended, year by year, in geographical area until it now embraces almost the whole of the United States, and has developed its ramifications until it now gives employment to a staff, including many of the finest glass operatives in the city, the whole number of hands employed being twenty. The specialties of the house are homœopathic case and sample vials, and the production of chemical and philosophical work of all kinds and of the most intricate description, and it is the renown it has achieved in this direction which has played so important a part in rendering the establishment one which is looked to by experimental chemists, scientists, and others in all emergencies. The firm, also, manufactures a variety of other goods, such as glass syringes, test tubes, etc., for which it has scarcely less high repute, and its premises at the address indicated, consisting of a spacious floor 25 x 100 feet in measurement, are stocked with a heavy and comprehensive supply of uncured tubes of all sizes and gages, thus enabling it promptly to meet the requirements of patrons for any kind of article akin to its line of business. The fertility of resource of the principal, who is probably the oldest man in the trade in New York and his accuracy in interpreting the desires of customers in difficult cases has been potent in building up a connection as honorable to the firm and influential in character as it is large in volume. Mr. John Deechan, the proprietor has resided in the United States for sixty years, and is one of the most popular and respected glass workers in the country.

**G** EORGE H. GRAHAM, Counselor in Patent Causes, No. 115 Broadway.—One of the most expert and successful attorneys for the prosecution of applications for patents before the United States Patent Office is Mr. George H. Graham, who is an expert in patent causes and has been engaged in practice here since 1885. He personally attends to the preparation and prosecution of all cases entrusted to his care and his papers filed in the patent office in the interests of his clients are distinguished for their accuracy, wisdom and technical knowledge of the case in hand. Should a case be rejected by the office he argues it with the examiner or amends it as the case requires without extra charge, while rejected cases have always received his special attention, and with them he has been eminently successful. He seldom fails in procuring favorable consideration and a good patent. Inventors should always avoid the class of solicitors whose sole object is to get some kind of a patent, without regard to its quality, with as little trouble as possible, so that they may secure their fee the quicker, and who are, thereby, filling the country with worthless patents. The facilities and acquaintance enjoyed by Mr. Graham in Europe enables him also to offer superior inducements to those who desire to avail themselves of the benefits of foreign patents. Full information as to expense and methods of application will be given if desired.

**A** RTHUR PARRETT, Last Manufacturer, Nos. 191 and 193 Worth Street, Corner Mulberry.—In the manufacture of fine shoes more depends, than many might suppose, upon the use of good lasts, and the industrial establishment of Mr. Arthur Parrett, at Nos. 191 and 193 Worth Street, has well played its part in the enormous development of the trade in this country, as a last manufacturing concern. In securing the control of this business seven years ago, in succession to Messrs. Knight & Johnson, who had founded it thirteen years before, Mr. Parrett secured a brisk and influential connection, and the extent to which this has expanded under his alert and talented direction may be readily judged from the fact that one lathe was then used, while now there are ten constantly running; and numerous patrons of the house are to be found in all parts of the United States, while it also has an export trade of no small volume. Indeed, the organization of the works and its plant are such that the labors of its forty employees represents an output capacity of 550 pairs of lasts a day. The factory comprises a building of five stories, with a superficial area on each, 20 x 100 feet in extent, and the business throughout—alike in the industrial and mercantile branches—is under the immediate and personal supervision of the principal, a gentleman of twenty-five years' experience in the trade, who also possesses large administrative capacity. He is of middle age, and, though born in Halifax, N. S., learned his trade in this city, where he has become one of the most prominent men in this line.

**R.** B. WIGTON & SONS, Miners and Shippers of Bituminous Coals, J. B. Geissinger, Manager, No. 50 Broadway.—To say that the coal traffic in this city is of surpassing importance, from a commercial point of view, hardly conveys an adequate idea of the vast extent of the operations carried on in this indispensable article of fuel on the New York market. The transactions in the bituminous product alone here daily reach enormous proportions, and the volume of trade grows apace. Distinctly notable among the representative firms contributing to the sum of activity in the line indicated is that of R. B. Wigton & Sons, miners and shippers of bituminous coals from Morrisdale and Cunard mines, for steamship, rolling mill, locomotive, glassworks, smithing and steam generating purposes, with offices at No. 228 S. Fourth Street, Philadelphia, and No. 50 Broadway, New York. They are also manufacturers of coke and fire brick, with shipping wharves at Port Liberty, N. Y., South Amboy, N. J.; Canton, Baltimore, Port Richmond and Greenwich Point, Philadelphia, and, altogether, the Messrs. Wigton have an immense business. They are, in fact, the oldest and largest firm engaged in the production and distribution of soft coal in Pennsylvania, and have been established in Philadelphia some forty odd years, the New York branch, which is under the efficient management of J. B. Geissinger, being in existence a quarter of a century. Besides their extensive mines they own and operate one hundred coke ovens, and turn out four millions of fire bricks annually, employing from 800 to 1000 hands. The capacity of the mines is about 1,000,000 tons and a large stock is constantly kept on hand to meet the requirements of a wide-spread and steadily increasing demand, the sales in this city aggregating 400,000 tons a year. The quarters occupied on the sixth floor of No. 50 Broadway, are commodious and finely appointed, and several clerks are employed, all orders for points in and around New York and throughout the New England states being filled from here in the most expeditious and trustworthy manner, while bottom prices are quoted, the firm, by reason of its vast resources, exceptional facilities and other manifest advantages, being in a position to offer substantial inducements to dealers and large consumers. Mr. Geissinger, the representative of the Messrs. Wigton in this city, is a gentleman of middle age and a Pennsylvanian by birth, but has been in charge of the New York office since 1880, being with the firm altogether nearly twenty-five years. He is a man of entire reliability in his dealings, as well as of energy and business ability, and is widely known and deservedly esteemed in the trade.

**HOLLISTER, CRANE & CO.,** Grain and Feed, No. 90 Broad Street.—There is probably no firm engaged in the wholesale handling of grain, mill-feeds and hay in the New York market which is more widely or more favorably known than that of Hollister, Crane & Co., whose office is located at No. 90 Broad Street, with warehouse at No. 37 Water Street. The house is in all respects a thoroughly representative concern—one of the very oldest and foremost of the kind in this city—and maintains a standing in commercial circles second to none. Its history, which covers the life-time of two generations, has been an unbroken record of progress, and for the past thirty years the business has been conducted at the present location with uninterrupted success. During the entire period, extending over sixty years, the integrity and stability of the concern have never once been in question; and at no time in its whole career has the house ever been financially embarrassed or its credit shaken, every and all obligations being promptly met. The firm, who transact business with the Mercantile National Bank, and Fourth National Bank, are direct receivers and shippers from the west of grain and mill feeds, and have an exceedingly large trade. Their business connections are of a wide-spread and substantial character, the operations of the house being principally in the line of distribution to country points from western grain centers, and altogether, the total annual transactions represents a very large amount. This staunch and time tested house was established in 1832 by Lane & Mangum, who were succeeded by Lane, Philip & Lane, who were in turn succeeded by Lane, Son & Co., they conducting the business for a number of years, when, after some changes in style and personnel the present firm name was adopted. They occupy commodious quarters and employ a large staff, the proprietors themselves exercising immediate supervision of every detail of the business. Besides other manifest advantages the firm enjoy exceptional facilities in respect to sources of supply and business connections, and are in a position to meet any demands of the trade, while they are enabled to offer the most liberal inducements in addition to immense quantities of corn, oats, meal, mill-stuffs generally and kindred products, they also handle flour, but this particular interest they have placed in the hands of some of their old trustworthy employees, the firm making a leading specialty of grain, feed and hay in car lots. The house is conducted on sound conservative business principles, coupled with liberal and equitable methods, and its management is characterized by energy and sagacity, all orders receiving immediate attention; and persons having dealings with this solid and responsible firm are assured of finding the same of an eminently satisfactory character. The present co-partnership consists of Messrs. George Hollister, Wm. N. Crane and Jno. B. Hollister, all of whom are gentlemen of middle age, active and energetic. They are men of thorough business experience, deservedly esteemed in the trade, and are well-known members of the Produce Exchange. Mr. George Hollister, the senior member of the firm, has been connected with the house altogether for nearly forty years.

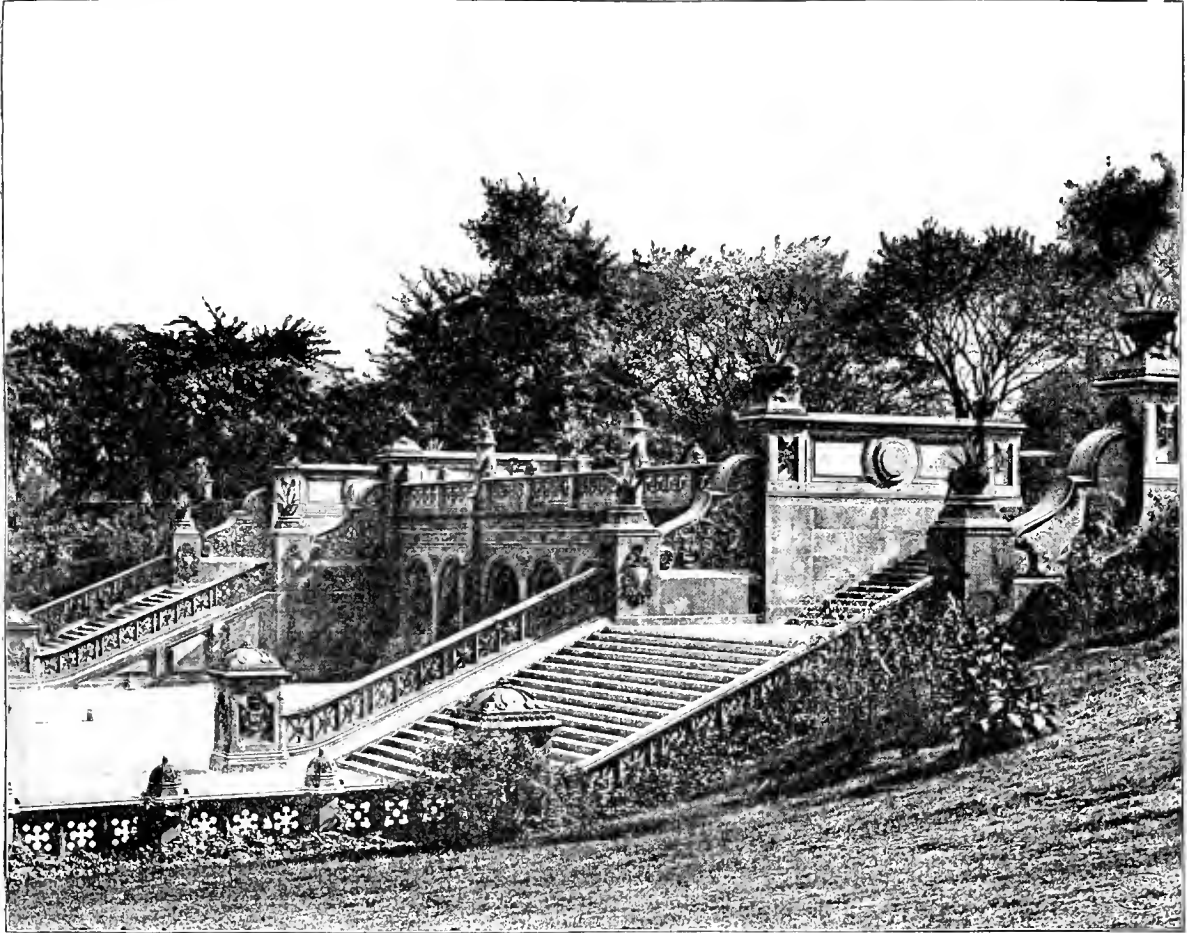
**J. & H. BERGE,** Importers of Sand Crucibles and Covers, Chemical and Philosophical Apparatus, Etc., Nos. 95 John and 30 Gold Streets.—The origin of this house, so widely known in the trade, dates back to 1850. But one of its original members survive and he is venerable in years as he is old and wise in business experience. Yet this is the largest establishment of its kind on the western continent and none is more ably conducted or stands higher in the esteem of those numbered among its thousands of patrons. The Messrs. Berge came to this country from Germany with the purpose of carrying out the plans which were so successfully consummated. H. Berge, who is now at the head of the house, the old firm name being retained, has been in the United States for fifty years. The house imports, exports and deals in sand crucibles and covers, of which a specialty is made, chemical apparatus of every kind, assayers' supplies, chemical porcelain and Bohemian glass ware, Merck's C.P. chemicals and reagents, jeweler's fluxes, and polishing materials. The firm are also sole agents for Boulter's superior waffles and manufacturers of Hibbs' improved assay furnace, and philosophical apparatus for schools, colleges, etc. They occupy three floors, each 25 x 100 feet, fronting on both John and Gold Streets. An immense, well arranged stock of the best quality is always on hand and the wants of the trade are promptly met.

**HOOLE MACHINE AND ENGRAVING WORKS,** Manufacturers of Wire Stitching and Champion and Defiance Paging and Numbering Machines, and Dealers in all Kinds of Bookbinders' Tools and Machinery, Engraving and Die Sinking of all Descriptions, Nos. 46 and 48 Centre Street.—A prominent firm of machinists in this city, who for many years have been engaged in the manufacture of intricate and complicated machines of all kinds for bookbinders, is that of the Hoole Machine and Engraving Works, located at Nos. 46 and 48 Centre Street, under the very able and highly successful proprietary management of Mr. E. G. Black. This firm are manufacturers of wire stitching and Champion and Defiance paging and numbering machines, which are now in very general use throughout the country, and for which they own the patents. In addition to this manufacturing department the house are dealers in all kinds of bookbinders' tools and machinery, the finest qualities only being handled, while engraving and die sinking of all descriptions also comes within the comprehensive scope of the business. The enterprise was established as far back as 1832 by Mr. Hoole, who was subsequently succeeded by his son, and he in 1885 by the present sole proprietor, the trading title remaining unchanged. The premises occupied consist of two spacious floors, adjoining, each 25 x 75 feet in area, used as office, workshops, etc., being furnished with a complete equipment of machinery, plant, tools and appliances incidental to the undertaking, a staff of twelve competent workers being regularly engaged, and steam-power the actuating force employed. The able and experienced proprietor, Mr. E. G. Black, is a native of New York, and gives his close care and attention to every detail of the enterprise.

**STOVER MANUFACTURING CO.,** Successors to P. Trenor, Manufacturers of Syrups, Elixirs, Cordials and Bitters, Fruit Brandies and Flavoring Extracts, No. 55 Vesey Street.—About the oldest and most reliable house engaged in the manufacture of syrups, cordials etc., is, beyond question, that of the Stover Manufacturing Company, situated at No. 55 Vesey Street. This business was founded in the very early days of the present century (1812) by one Leonard Gordon, who was succeeded by Philip Gordon, and later P. Trenor became proprietor, he subsequently surrendering his interest in favor of Alfred Stover & Co., the present company's immediate predecessors. Mr. Stover has recently associated J. S. Wilson and E. B. Wilson, the name being changed to its present style. The capacity of the store and factory has been increased to meet the rapidly increasing demand for their goods. The company are manufacturers of syrups, elixirs, cordials, bitters, medicinal fruit brandies, flavoring extracts, essences, etc., in which they do a most extensive trade throughout the country. They follow in detail the lines adopted by their predecessors, Mr. Gordon and Mr. Trenor, names that have been identified with all that is of excellence in the syrup and cordial trade, for several generations, and the reputation of whose goods is a matter of general information, Mr. Alfred Stover, who now has entire charge of the manufacturing department, having had long practical experience in syrup and cordial making, and holding all the old and original formulae, is able to turn out a class of goods that satisfies the most critical demands. All goods manufactured by the company are kept up strictly to the old standard of purity and excellence maintained by the founders of the business, for over three quarters of a century, and the quality is unsurpassed by any goods in the market. All their fruit syrups are made from the fresh fruit; and only choice, well ripened, sound fruit, carefully selected, is used. Their goods are all warranted to keep in any climate, and are carefully tested before leaving the establishment, so as to ensure uniformity of quality. The company's premises at No. 55 Vesey Street, consist of a four-story building and basement, and comprising offices, salesroom and manufactory; the latter being fitted up with every requisite appliance for the prosecution of the business, an efficient corps of helpers are kept steadily employed in the various departments, and a number of experienced salesmen are always out representing the company's interests among their numerous patrons. A very extensive stock is carried, embracing the leading lines as enumerated above, as well as all other syrups, cordials, extracts, etc., in general demand. Their most important article of manufacture is Stover's Elixir of Calisaya, which is meeting with a remarkably extensive sale.



**P**OLAND PAPER COMPANY, 131 "Times Building," Park Row.—The progress that has been attained by some of our leading manufacturers as turning out a distinctly superior class of goods is shown by the Poland Paper Company, whose New York office, W. W. Page, agent, is at Room 131 Times Building, Park Row, with mills located at Mechanic Falls and Gilbertville, Me., and whose products commands extensive sale throughout the United States, owing to the uniformly high standard at which the same are maintained. Their "Diamond Mill," "Eagle Mill," "Star Mill," "Union Mill," "Canton Mill" brands of machine finish and super-calendered book and lithograph papers, are goods of exceptional merit. The Poland Paper Company, of which C. R. Milliken of Portland, Me., is treasurer, and which is also represented in Boston, has been established here in the metropolis something over a year, Mr. Page assuming control December 1, 1890. The capacity of the Mechanic Falls mill is twenty-two tons of machine finish, and that of the Gilbertville mill fourteen tons of chemical fiber; and a big stock is always kept on hand at both places. All orders for anything in the line above indicated are filled direct from the mills in the most expeditious and trustworthy manner, while the prices quoted are invariably rock-bottom figures, substantial inducements being offered to dealers and large consumers, and relations once entered into with this concern are reasonably certain of leading to a permanent business connection. Mr. Page, who is a general sales agent for New York, New Jersey and the western states, is a gentleman of about fifty-four and a Vermonter by birth, but has lived in New York for some thirty odd years. He is a man of energy and sagacity and of fully thirty-five years experience in the business as well as of entire reliability in his dealings, and has an A 1 standing in the trade.



CENTRAL PARK—THE TERRACE AND GRAND STAIRCASE.

**J**OHNS STOUT, Commission Merchant, No. 329 Washington Street.—Taking within the range of its transactions the handling by wholesale of all descriptions of country produce, such as poultry, game, vegetables, domestic fruits, dried fruits, etc., the trusted house of Mr. John Stout has long been in high favor alike with producers in very many parts of the United States and by the produce retailers of this city and its environs, a very considerable number of the latter having discovered that its store-house constitutes an unrivaled base of supplies. The business done is exclusively on commission, and the proprietor, who has been in the business altogether for twenty-seven years—part of the time in partnership, but for many years alone—has won an enviable share of confidence by the liberality and integrity of all his dealings, and by the promptness of his settlements, while producers who desire to find a sound and substantial commission merchant firm with whom to place their goods, and have not yet given the merits of the house a trial are permitted to refer to the cashier of Hudson County National Bank of Jersey City, New Jersey, as to its standing. The premises occupied for the business during the past ten years are located at No. 329 Washington Street, and comprise four floors with an amplitude on each of 2,500 superficial feet, the whole being heavily stocked with all kinds of goods in the produce line in the leading grades, while eight trained employees are briskly engaged in the unshipping and shipping of goods, and other clerical and executive duties incidental to so extensive and flourishing a business. Mr. John Stout, who is a member of the Produce Exchange, a constant frequenter of that busy center, and an intelligent student of its affairs, is a gentleman of New Jersey birth, and a resident in this city.



**C**RESCENT COMPANY, Men's Athletic Goods, etc., No. 100 Wooster Street.—On men's athletic goods, men's ladies', and children's bathing suits, etc., (or upon the packages,) the impress of a device which is well understood by those acquainted with the business to be a practical guarantee of reliability, is that of the "Crescent Company," their trading title being produced in a distinctive design, and used as a trade-mark. That the brand is one which relates to goods in high and general favor is manifest from the fact that the establishment at No. 100 Wooster Street, which was only inaugurated in November 1890, already gives employment to forty trained and expert hands. The goods produced in quantities by means of the highly improved labor-saving appliances provided, are sold by retailers in all parts of the Union; the firm being kept in touch with its customers by an experienced traveling salesman. The premises occupied at the address named consist of lofts 100 x 50 feet in size, and both the industrial and mercantile affairs here are under the experienced direction of Mr. W. W. Beebe, who, as manager, has won for the house such pronounced success, by the close and considerate attention paid to the exact requirements of patrons, his rigid determination to maintain the high quality of goods; the frequent introduction of new and tasteful patterns, and the methodical care taken to keep the stock fully replenished in each variety and size, so that orders may be filled immediately upon receipt. Mr. Beebe, who hails from Massachusetts, is, it need scarcely be said, earning high and general popularity in this city.

**T**HE J. H. BISHOP COMPANY, Skin Rugs and Robes, No. 81 White Street.—Dealers in skin rugs and sleigh robes in this city, and throughout the Eastern States, have, by the liberality of their patronage, amply justified the wisdom of "The J. H. Bishop Company" in opening a branch establishment in New York, one year ago; this step having greatly facilitated business by permitting of a ready inspection of the choice manufactures of the house, of which a full and representative stock is carried at No. 81 White Street, the floor, 25 x 100 feet in size, there occupied, being well utilized for that purpose. This now flourishing business was initiated as a private enterprise in 1871, by Mr. J. H. Bishop, and the steady but large expansion of its trade, together with the wide field for further development still before it led to its incorporation under its present title, on March 1st., 1891, with Mr. J. H. Bishop as its president, his continuance at the helm of affairs practically guaranteeing for the company a successful future. Animal skin rugs and sleigh robes of great diversity and of rare beauty are manufactured by the firm at their factory at Wyandotte, Michigan, where every facility is possessed for producing them in the best manner at consistently reasonable figures; while, in full control of the company's affairs in this city, is Mr. William J. Burns, a young man twenty-four years of age. He has business aptitude, and a close acquaintance with the trade. Favored by the exceptional inducements he is in a position to offer to the business he has been able to influence a wholesale trade of considerable proportions in New York and the eastern states, and the aggregate annual value of the transactions is steadily increasing. Mr. Burns is becoming very widely known and esteemed in this city.

**S**AMUEL S. KOHN, Manufacturer of Art Embroidery, Braiding, Cording, and Bonnaz Embroideries, No. 364 Canal Street.—Art embroidery is no longer the result of patient, laborious and protracted labor, but is to-day produced with a beauty of finish, which the most skilled of old-time hand-workers could not excel, by steam driven machinery at a high rate of speed, and at correspondingly low cost, and in great variety of elegant styles. Samuel S. Kohn is the present trading title of one of the most eminent and responsible firms engaged in the production, by such means, of art embroidery, braiding, cording, and bonnaz embroideries, a firm which was inaugurated thirteen years ago as Kohn & Block, and of which the present proprietor assumed the sole direction about fifteen months ago. In the mean time it had achieved a high reputation, and secured a connection which includes a number of the most prominent handlers of such delicate and artistic work in all parts of the United States. Its factory, which is on the third floor at No. 364 Canal Street, is the scene of the busy labors of a large number of workers, while the business transactions are large. Mr. Kohn, who is a gentleman of Austrian birth, thirty-one years of age, has been a resident of this city for twenty-four years, is a prominent member of the Independent Order of Odd Fellows, and also of the United Brothers.

**T**HEO. PABST & CO., French and Bohemian Glassware, Lamp and Gas Fixture Goods, No. 26 Barclay Street.—Messrs. Theo. Pabst & Co. are direct importers and jobbers of French and Bohemian glassware, lamp goods and gas fixture specialties, being represented in Paris by Geo. Marsily, of No. 12 Rue Martel. The house is one of the oldest as well as one of the largest and leading in this particular line in the city, its history, which has been an unbroken record of prosperity extending back over a period of nearly forty years. This flourishing business was established in 1852 by A. Perier, who conducted the same up to 1865, when he was succeeded by the present firm, under whose efficient management it has since been carried on with uninterrupted success. They occupy four spacious floors as office and salesrooms, and the establishment is well ordered and excellently arranged in every department, some fifteen clerks, salesmen and porters being employed on the premises, while three representatives are kept on the road. An exceedingly fine assortment is constantly carried in stock, and comprises superb novelties in imported cut and blown glass, including hotel, bar and table ware in artistic designs and exquisite workmanship; also beautiful lamp shades, globes and kindred articles, gas fixture goods and decorated ware, fire-proof China being a specialty. The productions handled are standard high-grade goods, the house maintaining an A 1 standing in the trade in this respect. Mr. Pabst, who is the sole proprietor (the company being nominal), is a gentleman of middle age, and was born in Germany, but has resided in this city the greater part of his life. He is a man of long and successful business experience, thoroughly upright in his dealings, and prior to assuming control of this concern as principal over a quarter of a century ago had held a responsible position in the house under the former proprietor for a number of years.

**J**AMES MILNOR HICKS, Civil and Mechanical Engineer, No. 19 Park Place.—The civil and mechanical engineering profession is one which offers a livelihood not to men of mediocre attainments, but to men of talent and skill. High up in the later category must be placed the name of Mr. James Milnor Hicks, of No. 19 Park Place. The early training of this gentleman was under the most favorable auspices, he having graduated in the year 1854, when twenty years of age, from Trinity College. During that and the succeeding year he was assistant to William C. Hicks, now deceased, who was the engineer of Col. Samuel Colt's South Meadow improvements, and was also the first city engineer of Hartford, Conn. Subsequently Mr. James Milnor Hicks was with Harrison Loring, of South Boston, the first builder of iron steamships in America, and from 1862 to 1865 he was with Horatio Allen and had charge of the building of the Ericsson monitor, Miantonomoh. Previously in 1862 he was with the Spencer Repeating Rifle Company, of Boston. The Miantonomoh was the monitor in which Capt. Fox sailed for Russia, it being the only one of its class able to cross the ocean, the improvements introduced by Mr. Hicks in its propelling apparatus contributing almost exclusively to its success in making the trip. Steam-engine and boiler construction and experimenting occupied Mr. Hicks' attention from 1865 to 1876, and thereafter he became connected with the late William C. Hicks, the famed engineer, and expert in patent cases. In telephone matters Mr. Hicks has also played a prominent part, and a number of improvements in the apparatus have resulted from his inventive genius. Further service under the United States government in gun patent litigation has led to his recognition as an expert in such matters, as he is also in telephony, in patent causes, and in various departments of the civil and mechanical engineering profession. Personally Mr. Hicks, who is now about fifty-six years of age, is a gentleman of most eminent lineage, he being the son of the Rev. Dr. John A. Hicks, of Vermont. No. 19 Park Place has been his headquarters for the past twenty years. Mr. James Milnor Hicks is also a solicitor of American and foreign patents and expert in patent causes, and he is well known and most highly respected in New York.

**HENRY GERBER**, Manufacturer of all Kinds of Carbon Paper and Typewriter Ribbon, Office, No. 83 Nassau Street.—It would not, in all probability, occur to the majority of people that the manufacture of carbon paper and typewriter ribbon was a distinct and separate industry, giving employment to hundreds of people in New York alone. Yet, such is the case, and in illustration, we would bring to prominent notice here, the house, which is, perhaps, about the largest of its kind in New York. This is that of Mr. Henry Gerber, situated at No. 83 Nassau Street, established by its present proprietor in 1887. Mr. Gerber is a man of undoubted ability, and possesses more than his share of that spirit of enterprise so characteristic of our countrymen. As a consequence, he has succeeded in establishing a large and far-reaching patronage, extending all over the United States. Moreover his export trade is very considerable, and his products having lately attracted the notice of foreign buyers by their superiority and uniform excellence of quality, he is anticipating, in the near future, to very materially increase the volume of his trade with other countries. His business, at present, reaches the astonishing figure of over \$50,000 annually, and his factory at No. 83 Wallabout Street, Brooklyn, gives steady employment to over fourteen experienced hands. The specialties of his trade are typewriter ribbons, of which he manufactures various kinds to suit each make of standard machine; and carbon papers in six different colors. The latter are made both semi and full, and in all sizes in general use. They are acknowledged to be the best on the market, and are warranted not to smut or blur. He has a branch office at Chicago, Ill. and a representative traveling salesman, in the person of Mr. C. E. Smith, who has been connected with the firm for some time. Mr. Gerber always carries a large and comprehensive stock of his manufactures, aggregating in value, not less than \$10,000. He has a neat and well appointed office at No. 83 Nassau Street, where any orders, irrespective of quantity, are attended to with accuracy and promptness. Mr. Gerber, who is a young man, was born in New York, and from his courtesy, kindness and strict sense of honor and duty, has gained the warmest respect and admiration of all those who know him, both in business and at home. He is a member of the F. and A. M. the Order of Teuton, and the Union League Club of Brooklyn.

**S. E. & M. VERNON**, Manufacturers of Specialties in Blank Books, No. 69 Duane Street.—In the blank book manufacturing industry a house of great eminence is that of Messrs. S. E. & M. Vernon, whose headquarters are at No. 69 Duane Street, the distinguishing feature of this business being the production of specialties in blank books of all kinds for members of the printing and stationery trades, and the high reputation it has secured in all parts of the Union for the skillful manner in which its goods are got up, for the promptness with which orders are filled, and for the consistent reasonableness of its prices, has won for it a trade of exceedingly great magnitude. For its industrial operations it has a factory in Brooklyn, consisting of a fine, five story brick building with an expanse on each floor of no less than 65 x 200 feet. Here one hundred and fifty skilled workmen are employed, their labors being facilitated by a plant of machinery and appliances of a completeness which constitutes the establishment one in all respects a model. At the office on Duane Street, a truly representative sample stock is carried, and the two gentlemen, who give their names as the title to the firm, are in the prime of life, and are cousins, direct its affairs with a skill and systematic thoroughness which fully explains the rapid and persistent growth of the flourishing enterprise since its inception ten years ago.

**THE PATENT CEREALS CO.**, Office No. 39 Pearl Street.—The trade in cereals is one of our most noteworthy pursuits, and the commerce in these products is correspondingly large. As an evidence of the immense strides taken in the trade in this city during recent years, no better instance can be produced than shown in the progress made by the Patent Cereals Company, both in the facilities for supplying the demands, and in the beneficial results which have accrued to the retailer and consumer. This company was duly incorporated under the state laws of New York, with a paid up capital of \$350,000, and with the following prominently known gentlemen as officers: president, George W. Pier, of Pier Bros., hop merchants, New York; vice-president, Fred'k Licht; treasurer and secretary, John Pier Munn, resident of Plainfield, N. J., the past twenty years; superintendent, Louis J. Licht, who resides at Geneva, N. Y., where the company's factory is located, and which is conducted under his personal management. The factory is equipped with the most improved machinery, operated by steam-power, and employment is afforded twenty-five experienced hands. The products comprise Rex wheat for food purposes and Brewers' wheat, and the output capacity is 2,000 bushels per day. The goods are put up conveniently in pound paper boxes, a dozen boxes to the case, just suitable for the retail trade. The goods are made from the choicest select materials, in the most careful manner, and after the most approved processes, and they are unexcelled for purity, wholesomeness and general excellence. At the company's warehouses in this city a heavy stock of these choice goods is carried, and orders from any part of the United States are filled without delay, and upon the most acceptable terms. We can assure the trade that they will find themselves fairly and liberally dealt with, and that this company can undoubtedly confer benefits upon those who effect transactions with it.

**PIER BROTHERS**, Hop Merchants, No. 39 Pearl Street.—The oldest hop house in the trade in New York is that of the Messrs. Pier Brothers, whose headquarters are at No. 45 Pearl Street, and who have a branch house in Utica. This establishment was founded in 1849 by D. D. Pier, and in 1863 his sons, the present proprietors, succeeded to the control. The heavy trade that has been developed extends not only all throughout the United States, but the firm also make extensive exportations to Europe. They have agencies in all the hop growing sections of the United States, and possess unsurpassed facilities for securing supplies upon the most satisfactory basis. The quarters occupied comprise a five-story building 30 x 100 feet in area, and it is appointed in the most convenient and appropriate style throughout, while ample accommodation is had for the storage and handling of goods. The sales of the house amount to about 10,000 bales of hops a year. A heavy stock is at all times carried, and orders are promptly met upon the most acceptable terms. The members of the firm, Messrs. George W. and Garrett R. Pier, are natives of this city, active members of the Hop Exchange, and members of the Maltsters' and Brewers' association of the United States. Mr. George W. Pier is president of the Patent Cereals Company. Both gentlemen are familiarly known in financial and commercial circles, and are regarded as representative merchants and progressive, public-spirited citizens.

**COOK MANUFACTURING COMPANY**, No. 5 Broadway.—This house is headquarters in the United States and Canada for Cook's Automatic Needle Threader for sewing machines. The company was incorporated in 1890, under the laws of the state of New York, with a capital stock of \$50,000, and is officered and managed by the following gentlemen, to wit: J. Ewing, president; Geo. M. Lynch, treasurer; J. W. Mudgett, secretary; James Cook, general manager and superintendent. The latter gentleman is the inventor of the needle threader that bears his name, and is the moving spirit of the enterprise, giving it the benefit of his close personal attention and great practical skill, and insuring by his genius and management, the permanent success of the undertaking. The company operate a factory in Brooklyn, where a large force of skilled workmen are employed, and every modern facility is at hand to secure rapid and perfect production. Cook's Automatic Needle Threader is something entirely new, and not only a luxury but a necessity. It can be attached to any sewing machine, and no operator should be without one. It threads the needle instantly, saves time and eyesight and is sold for a dollar. Over two thousand canvassers are handling them through the country, and they are having a splendid sale wherever once introduced, as their value is at once appreciated and no operator on a sewing machine will ever do without one after once trying it. Mr. Ewing, the president, is well known as publisher of the "Financier;" Mr. Lynch, the treasurer, is a prominent diamond broker; and Mr. Mudgett, the secretary, is at the head of the popular real estate firm of J. W. Mudgett & Co., Mr. Cook, the manager, was formerly a jeweler and is widely honored and esteemed for his business ability and inventive talents.

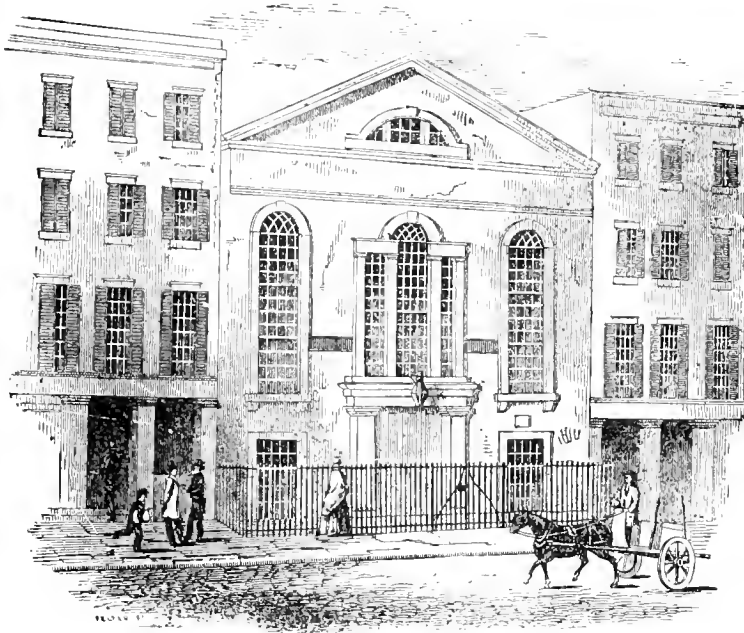
**ALFRED S. ROSENFELD**, Prop., The Rosenfield Chemical Works, No. 4 Cedar Street.—A rapidly growing branch of manufacturing chemistry is that which provides confectioners, bottlers, etc., with their extracts, colorings, essential oils, and other requisites. A number of progressive and well informed experimental chemists in this city, among whom Mr. Alfred S. Rosenfield holds a most conspicuous place, keep pace with the rapidly increasing demand for such goods in a way that does infinite credit to themselves and to New York. Mr. Rosenfield is the proprietor of the Rosenfield Chemical Works, and is not content with merely supplying the exact kind of goods distinctly called for, but anticipates and creates demand by his enlightened researches, and his valuable discoveries of ingredients which produce the most pleasing effects both to the eye and to the palate, while entirely harmless in use. As distillers the house is famed for its fruit oils, ethers and essences, and for its fruit and liquor flavors, and cigar and tobacco flavors. In what may be termed its distinctively manufacturing branch, the confectioners' and bottlers' extracts, confectioners' vegetable colors, and Bleachyne vanilla sugar are in very high favor by large users, and a business is done which reaches very large yearly proportions, and draws its patronage from all parts of the country. The premises occupied by the firm are at No. 4 Cedar Street, and consist of a loft, 25 x 50 feet in measurement, where ten well trained employees are ever busily engaged in one or another department of the operations of the house. Every facility is provided at the establishment for the production of its goods at strictly competitive prices, and an inspection of its price list, which the principal mails promptly upon application, will demonstrate that the firm stands unrivaled in this particular. Mr. Rosenfield is a gentleman of advanced years thoroughly posted in the branch of applied chemistry, to which he has devoted his professional and business talents. He is a native of Detroit, Mich., but has resided in New York for fifty years, and is highly popular, alike in professional, business and social circles.

**GEORGE H. EDBROOKE**, Architect, Temple Court, Corner Beekman and Nassau Streets, Rooms Nos. 301 and 303.—There are but few, if any, among New York's leading architects who are more widely or more favorably known than the gentleman whose name stands at the head of the present sketch. He has been in the front rank in his profession for over a quarter of a century, and receives a measure of recognition fully commensurate with his reputation for skill and reliability, many imposing structures all over the United States being designed and built by him. Mr. Edbrooke, who is a man of middle age, active and energetic, is a native of this city. He is a thoroughly expert designer, draughtsman and all-round architect, of long and varied experience in the exercise of his art, of which he is complete master, and is a prominent member of the American Institute of Architects. He established himself in business in 1865, in Chicago, and remained in that city up to 1888, when he moved to the metropolis, occupying rooms Nos. 301 and 303 in Temple Court ever since. His offices are commodious, neatly appointed and well equipped, and an efficient corps of assistants are employed, Mr. Edbrooke exercising immediate supervision over every detail. He is prepared to engage in all classes of work comprehended in his profession, making plans for buildings of every description, and guarantees perfect satisfaction. Designs, specifications and estimates are furnished at short notice, special attention being given to high-class business structures, while construction is personally superintended, when so desired, likewise, and all work undertaken by this gentleman is certain to be performed in the most expeditious, competent and trustworthy manner. Among the more noteworthy pieces of architecture attesting Mr. Edbrooke's skill may be named the Brooklyn Exchange building, the Commercial building, St. Louis, the Adams Express building, the Sibley warehouse and Willoughby building, Chicago; the Hammond building, Detroit, several handsome structures in and around New York, and a number of others well worthy of mention throughout the entire country.

**PECK & SNYDER**, Sporting Goods, Lawn Tennis, Base Ball, Athletic and Theatrical Goods, Nos. 124, 126, 128 and 130 Nassau Street.—An establishment that has gained a world-wide reputation, as well as a trade that extends to all quarters of the globe, and which is a prominent feature among the mercantile enterprises of New York, is that of Messrs. Peck & Snyder, located at Nos. 124, 126, 128 and 130 Nassau Street. For twenty-five years this house has been a leader among the concerns devoted to the handling of sporting goods. The business was established in 1865 by Mr. Andrew Peck, and in the year following Mr. Irving Snyder became his partner, when the firm name of Peck & Snyder was adopted. These gentlemen have since conducted the enterprise with steadily increasing success, constantly increasing their facilities and resources, and they are ever ready to satisfactorily and promptly meet any demand that may be made upon them. The business has always been conducted at the same address, the firm only making a temporary removal once when they had their new building erected on this site. The premises occupied for the business comprise a double store and basements, 80 x 100 feet in dimensions, admirably equipped and provided with every convenience for the storage, display and handling of goods. The immense stock carried embraces a complete assortment of goods known under the comprehensive head of "sporting goods," and which include lawn tennis supplies, croquet sets, gymnasium apparatus, boxing gloves, camping outfits, fishing tackle, pocket knives, uniforms and base ball goods of every variety, bicycles of all the leading makes, also safeties and tricycles, skates, toys, photographic materials, novelties, hunting outfits, etc., etc. None but strictly first-class goods are handled, and any article purchased from Peck & Snyder may be relied upon to be the best of the kind the market affords. The firm have a large, well equipped factory in Newark, N. J., where they employ fifty hands, and manufacture a fine line of ice skates and roller skates. Both a wholesale and retail trade is carried on, and orders from any part of the world meet with prompt and satisfactory fulfillment. Mr. Peck is a native of New York, Mr. Snyder of Connecticut, but has resided here for thirty-five years. They are recognized as leading, representative business men, thoroughly identified with the best interests of the metropolis, and promoting its commerce with activity, discrimination and success.

**THE STURTEVANT CO.**, Advertising Novelties, No. 90 Walker Street.—A FRAGMENT OF HISTORY. There is perhaps no history more interesting to trace in its development from crudeness to perfection than that of the art of advertising. As far back as we can penetrate in the chronicles of ancient times we find evidence of ingenuity in that line. The Egyptians advertised such wares as they placed on sale in their picturesque booths, by means of small papyrus rolls, on which were written in various colored inks a description of the articles they had on sale. In the earliest days of Roman history we note the introduction of advertising by means of what is now known as the "sandwich man," who paraded through the streets with an advertisement on his back to the intense delight and amusement of the Roman youngsters. For several hundred years the manner of advertising remained unchanged and no progress whatever was made in that line. Then came the introduction of the printing press, the greatest invention yet made. With it came a revolution in advertising. Improvement succeeded improvement and from posters, dodgers, handbills and circulars, we have risen to the highest pinnacle in the history of advertising. We refer to the artistic and beautiful effects now produced in pyralin and celluloid by the Sturtevant Company of this city, who have introduced pyroxyline material in the manufacture of useful and beautiful advertising novelties. The great advantage of the production of advertising specialties in this material is that it not only lends itself to beauty in design and displays such to great advantage, but that being more durable than any other material used in the manufacture of novelties, it gives every encouragement to the bestowal of artistic creativeness. Beyond this, it is impervious to dust and dirt and is absolutely waterproof. The material is an extremely beautiful one and can be compared in appearance to polished ivory. Paper-cutters, envelope-openers and other advertising novelties made of this material so closely resemble ivory as to be often mistaken for the latter. The Sturtevant Company has already achieved a wide-spread reputation for the many attractive novelties it has introduced and more than one patron of the firm owes his prosperity in a large measure to the ingenuity and attractiveness of the advertising novelties manufactured by this concern. The founder and proprietor is Mr. George A. Sturtevant, a young man of rare initiative and business capacity, who is a native of New York state. His premises at No. 90 Walker Street, 25 x 100 feet, are well adapted to the business and are conveniently located in the heart of the business district. Under Mr. Sturtevant's talented direction fifteen employees are busily engaged in the manufacture of advertising novelties.

**EDSON BROS. & GILMAN**, Produce, Poultry and Game, Commission Merchants, No. 336 Washington Street, Cor. Harrison.—It is the imperative duty of the historian who elects to present a reflex of the commercial prosperity of the metropolis of the United States to exercise zealous care that his work does not fail by reason of some grave omission. Such it would most assuredly do did it neglect to take cognizance within its pages of the name of the reputable and substantial house of Edson Brothers & Gilman, of No. 336 Washington Street. The firm had its origin in the city of Philadelphia ten years ago, and to it belongs the honorable distinction of being the largest commission house dealing in poultry in the United States. The house transacts a general produce commission business, its specialties being game and poultry. Three years ago the house expanded its business facilities by erecting a cold storage building for freezing poultry, etc., an improvement which has materially developed their trade. The date of the establishment of the metropolitan house was 1888, the business of which branch is now under the control of Mr. Theo. P. Gilman, the junior partner in the concern. The trade area of Messrs. Edson Bros. & Gilman's New York branch is mainly comprised in the metropolis and vicinity, and the character of the business consists of heavy dealings with dealers and jobbers. The house receives its consignments from the prominent supply centers of New York, New Jersey and the West, and the quality of the goods handled is of a high order. The New York branch is located in an extremely convenient and appropriate district of the metropolis. It consists of a building of four large floors, the ground area of the premises covering 2,500 square feet. Every necessary improvement designed to facilitate the conduct of a large and expanding business is in constant use, including electric light and telephone service, the call of the house being No. 4244 Cortlandt. The name of Edson Bros. & Gilman is known throughout the trade as but another expression for reliability and honorable dealing, and the house offers to those desirous of satisfying themselves as to that fact the names of the Clinton Bank of New York and the Merchants' National Bank of Philadelphia, Pa. The partners in the house are Messrs. A. D. Edson, Wm. D. Edson, Jr., and Theo. P. Gilman, all gentlemen of undoubted business ability, enjoying the respect and confidence of all. Mr. Gilman has been nineteen years identified with the business, having been brought up therein by his father. He is secretary of the Merchants Refrigerating and Ice Manufacturing Co., of New York, and a prominent member of the Mercantile Exchange. He is a native of New York and a young man.



1860—JOHN STREET METHODIST CHURCH.

**T. S. TODD & CO.**, Custom House Brokers and Forwarders, Nos. 67 and 69 William Street.—Business and the methods adopted in its conduct are subject to increasing changes. The custom house broker and forwarding agent plays a most important part in the industries of the present day, especially in all large maritime ports of entry. He is the connecting link between the importer and the officer of the government entrusted with the collecting of import duties, saving the former a vast amount of valuable time, annoyance and troublesome delays. A popular, prominent and thoroughly reliable house engaged in this important branch of business in New York is that of Messrs. T. S. Todd & Co., whose office is centrally located at Nos. 67 and 69 William Street, with telephone connection No. 3794 Cortlandt. Mr. Todd is a gentleman of about middle age and having had many years of practical experience in this line of commerce and having a thorough knowledge of the intricacies connected with the passing of dutiable goods through the customs he inaugurated this enterprise on his own account under the present firm title in 1885, and at once developed a very large and influential patronage, which includes many of the most extensive importing houses in this and other large cities throughout the United States. He occupies a spacious and commodious office, that is very neatly and appropriately fitted up, having every convenience at hand for his clients. He makes a specialty of handling on commission through the custom house, imports and exports on behalf of city and out of town firms, forwards goods to their destination by any route desired, takes out bills of lading and handles merchandise of every description. He is also prepared to receive packages and express them to all parts of the globe by the most direct and reliable routes. Being an authorized customs notary, he is prepared to attest affidavits, statements and all papers required by the authorities in regard to the clearance of merchandise. Mr. Todd is an energetic, wide-awake and reliable business man, attentive to the best interests of his clients and is one of the most popular brokers transacting business in the port of New York.

**G**EORGE H. BURT, Manufacturer of the Standard Composition Billiard and Pool Balls, No. 25 Ann Street, Corner of Nassau Street, Everett Building.—The scarcity of ivory and its consequent costliness, led to many attempts to prepare a composition substitute during a number of years, but it is only in quite recent times that any compositions have been discovered sufficiently ivory-like in all their characteristics to serve the purposes of the genuine article for billiard and pool balls and of these "The Standard" Composition, as manufactured by Mr. George H. Burt, is conceded to be the ne plus ultra. For the past three years Mr. Burt has been for all practical purposes, if not in name, the owner of a factory at Milburn, N. J., where the composition was formed and roughly shaped to be afterwards finished in his works, at No. 25 Ann Street, but the first of the current year he took over the entire control, and commenced the manufacture of his goods from first to last. Billiard and pool balls, which are turned out in large quantities, are fashioned of this peculiarly ivory-like composition, in a manner that causes them to resemble the natural substance very closely in density, elasticity, and in durability, while the firm is justly famed for the skill in which it turns the balls in sets of exactly identical size, and each exactly spherical, its steam driven machinery and appliances at the premises on Ann Street, being admirably adapted for such work and its employees skilled in its use. Hence a trade of considerable volume is commanded in various parts of the Union, an experienced commercial traveler keeping the firm in constant touch with its patrons. Mr. G. H. Burt himself, a young man of Boston birth, five years a resident in this city, has had twelve years experience in the trade, is an expert and an authority on all matters relating to it, and is zealous in his care that only such goods as will reflect the highest possible credit upon his house shall be sent out, whether in new work or in such as has been sent for repair, the recoloring of ivory and composition balls being a specialty of the establishment.

**M**AX FREUND & CO., Diamonds, Watches and Jewelry, No. 8 Maiden Lane.—It is a pleasure to record the character and enterprise of those business houses whose very existence is emphatic evidence of the honorable position they occupy and the long course of just dealing which they have pursued. Such a house is that of Max Freund & Co., dealers in diamonds, watches and jewelry, No. 8 Maiden Lane. The business of this house was originally established in 1860 by Mr. Max Freund, and the present firm was formed in 1878 by his admitting into partnership his brothers A. S. and H. Freund. The business has now developed to gratifying magnitude and importance and extends from Maine to California. The salesrooms of the firm are spacious in size, being 25 x 100 feet in dimensions, attractive in all their appointments, and perfect in convenience and arrangement for display, inspection and sale. The firm are heavy importers of diamonds, watches and jewelry from the leading capitals of Europe, and also handle extensively all kinds of American goods of the best make in this line. The firm are sole agents for the celebrated A. Schneider watches, of Dresden. Mr. Max Freund visits Europe twice a year in search of novelties, and the large experience and influential connections possessed by the firm give them advantages in obtaining their supplies that are not excelled by any of their contemporaries in the trade; while their activity in exacting tribute from every source that promises increased usefulness and popularity renders their establishment a desirable headquarters for dealers in quest of the latest novelties and most reliable goods. A corps of talented salesmen represent the interests of the house throughout the country; and orders are filled in all cases with the utmost promptness and dispatch. The rarest inducements are constantly offered as regards reliability and excellence of goods and liberality of terms and prices; and business relations once entered into with this firm are sure to prove profitable and permanent. The co-partners are all experienced jewelers and accomplished exponents of the trade. Mr. Max Freund, the founder of the firm, is a native of Germany, but has resided for thirty-five years in this country, where he is regarded as one of our most public-spirited citizens.

**H**ARRIS & PFLUGER, Successors to Bromell, Harris & Co., Brokers in Drugs, Chemicals, Essential Oils, Etc., No. 23 Liberty Street.—One of the most difficult branches of trade and one that requires the highest qualifications of ability and experience is that of the wholesale brokerage trade in drugs, chemicals, etc. None can achieve success and develop permanent wide spread connections who cannot meet the most exacting requirements of dealers, manufacturers and shippers as to grades and qualities of these goods. A widely known, prosperous and responsible house devoted to this special line of commerce in the city of New York is that of Messrs. Harris & Pfluger, successors to Bromell, Harris & Co., brokers in drugs, chemicals, essential oils, etc., whose headquarters are desirably located at No. 23 Liberty Street. This enterprising concern was founded originally in 1885 by Messrs. Bromell, Harris & Co., who conducted it with pronounced success until 1887, when upon the withdrawal of Mr. Bromell from the firm the business passed into the hands of the present proprietors, comprising Messrs. J. F. O. Pfluger and A. W. Harris, both middle aged gentlemen and natives of New York, who are thoroughly familiar with all branches of the trade, and under their enterprising management and direction the trade has grown to its present volume and importance, exclusively wholesale and extending throughout the entire United States. They occupy a spacious and commodious office, neatly appointed and provided with every convenience for the successful prosecution of the business. The firm makes a specialty of handling on commission all kinds of drugs, chemicals, essential oils, and druggists' and manufacturers' supplies, and have constantly on hand a full line of samples of all goods in these lines, such as chemicals, drugs, herbs, barks, roots, dye stuffs, gum arabic, gum tragacanth, garacine, olive and castor oils, phosphates, salts, sodas, etc. In consequence of their extensive connections, the firm are enabled to conduct all operations under the most favorable auspices, and are always prepared to offer patrons every possible advantage. Messrs. Harris & Pfluger are gentlemen of the highest business integrity, prompt and reliable, and are highly esteemed by all with whom they have any business relations.

**A**LBERT G. BOGERT & BROTHER, Builders and Workers in Hard Wood, Nos. 113 and 115 Bank Street.—Of the hundreds of builders and contractors who have so ably seconded the architects in constructing the thousands of imposing public edifices and beautiful homes that adorn New York and surrounding cities, probably none are more deserving of credit than the firm of Albert G. Bogert & Brother, whose office and wood working factory are situated at Nos. 113 and 115 Bank Street. This is one of the oldest and most prominent concerns of the kind in the metropolis. It was founded in 1851 by Mr. Albert G. Bogert, in company with a Mr. Christie, under the firm name of Bogert & Christie. The co-partnership was dissolved in 1853. In the same year Mr. Bogert admitted to partnership his brother, Mr. I. G. Bogert, who was with him "off and on" until 1872, since which year he has remained in permanent partnership. The premises occupied comprise a fine three-story and basement building, excellently equipped with first class machinery, operated by a powerful steam-engine, and employment is furnished a force of some sixty hands, many of them skilled, expert artisans. At their tastefully furnished office one or the other of the partners will always be found in business hours, ready and willing to inspect plans, make estimates, and discuss business with those who contemplate building. They do a very extensive business in fine work building, and among notable structures erected by them was a good portion of the Standard Oil Company's building, the Boreel Building and scores of others that might be cited did space permit. Only first-class workmanship is performed, and the firm are specialists as workers in hard woods, producing the choicest, most artistic effects in this line. In each and every instance where their services have been employed the firm have given complete satisfaction, and every contract ever awarded them has been executed to the letter, and in the best, most skillful and substantial manner. The Messrs. Bogert are natives of New Jersey and skillful, conscientious and successful in business, they are, besides, popular and highly regarded citizens.

**CHAS. H. GRAFF**, Manufacturer of Oiled Clothing, Covers, Etc., No. 78 Warren Street.—Among the noteworthy industrial enterprises in New York which have been founded within recent years and which have developed into prominence and a representative position in the business world is that of Mr. Chas. H. Graff, who established this business at No. 78 Warren Street in 1880. The positive success that has attended this enterprise from the outset amply attests the general excellence of the goods produced to say nothing of the energy and ability displayed in the management of the business. The premises occupied are spacious and commodious and conveniently fitted up with every mechanical facility, whereby the best order of production may be secured. The operations are systematically divided so that the best results may be attained, and employment is furnished a force of hands sufficiently large to carry on the business successfully and promptly fill all orders. Here with the most complete facilities at command Mr. Graff is carrying on general operations as a manufacturer. Truck covers, bow covers, wagon covers, aprons, and boots, tarpaulins, oiled canvas spreads of all sizes, in white, black and yellow, and made in light, medium and extra heavy weights, in fact, canvas articles of every description are here made to order at most reasonable prices. He also manufactures the famous "Storm King" oiled horse covers and the "Acme" brand and oiled clothing of every description. Awnings, banners, flags and tents are also manufactured and all goods are sold at wholesale at prices that defy successful competition. The goods are made in the most substantial manner of the best material, and are unexcelled by anything of the kind in the market. Orders from any part of the country are promptly filled and all transactions placed upon the most satisfactory basis. Mr. Graff is a business man practically acquainted with all the details of his calling and is accounted an influential factor in our industrial development.

**STEPHEN D. HATCH**, Architect, Boreel Building, No. 115 Broadway.—As practised to-day, the art or profession of the architect is one in which talent and genius are given their widest scope, and wherein the grandest effects and most beautiful combinations are obtained. A fitting exponent of success in the mentioned profession is Mr. Stephen D. Hatch, the designer of a number of the beautiful and artistic buildings which grace the precincts of the metropolis of the United States. This gentleman has been actively identified with his profession for a period of a quarter of a century, during which time, he has given to the world enduring proofs of unusual skill and ability. Among the many buildings owing their artistic elegance and signal utility to the conception of Mr. Hatch, mention should be made of the Boreel Building, in which the gentleman's business is now housed; the Manhattan Savings Institution; the Liverpool and London and Globe Insurance Building; the Real Estate Exchange; the U. S. Army Building; the Murray Hill Hotel, and a comprehensive list of private residences and public edifices erected throughout the metropolis and its vicinity. The premises occupied by Mr. Hatch are singularly convenient in every particular for the successful conduct of an extensive range of highly artistic transactions. They are located in Room No. 163, on the seventh floor of the Boreel Building, No. 115 Broadway. To Mr. Hatch belongs the honorable distinction of being one of the oldest and most skillful members of the profession. He has been twelve years in the occupation of his present premises, a fact which reflects creditably upon the wisdom of their original choice. He is in the enjoyment of a large clientele, and has been a resident of New York for the past thirty-five years, and with the prosperity of which he has always been actively interested. A person whose mission it is to prepare a treatise, reviewing the more prominent professional and commercial enterprise of the city fails of his duty signally the moment he elects to omit the name of Stephen D. Hatch from the pages of his work. It becomes such a person rather to accord to the gentleman a position of unquestioned prominence among those engaging in the calling he professes.

**REED & CARNRICK**, Manufacturing Pharmacists, Nos. 447 and 449 Greenwich Street.—No branch of commercial enterprise in the great metropolis is more important than that conducted by Messrs. Reed & Carnrick, as manufacturers of remedies and pharmaceutical preparations at Nos. 447 and 449 Greenwich Street. The business of this representative house was established thirty years ago by Messrs. Reed, Carnrick & Andrews, who were succeeded by Messrs. Reed & Carnrick in 1871, and in January, 1888, the present stock company was formed and duly incorporated under the laws of the state of New York, with a capital of \$400,000, and with John Carnrick, president; Allen Chamberlain, treasurer; Geo. W. Carnrick, secretary. In 1879 branches were established in London, Eng., and Toronto, Ont., and a laboratory is also conducted at Bainbridge, N. Y. The New York laboratory is used for manufacturing the different liquid preparations for which this house is so widely noted. The leading preparations bearing the name of Reed & Carnrick are zymocide Cordial, Analeptine, Corrigent pills, Carnrick's soluble food, Lacto-Cereal food, Lacto-Preparata, Panerobilin Liquid, Panerobilin pills, Peptonized Cod Liver Oil and Milk, Sulpho-Calceine, Sulphur-Tartrate Tablets, Velvet-Skin Soap and Velvet-Skin Powder. Any preparation bearing the stamp of Reed & Carnrick is invariably accepted as a genuine curative agent, possessing all the qualities claimed for it by the manufacturers. These products sell in all parts of the world, and the reputation of the house is equalled by few for reliability and the legitimate manner in which they present their goods to the medical profession. Their laboratory is the only one belonging to manufacturers of pharmaceutical preparations or food products which is open to the inspection of physicians at all times. They have never had any secrets in the production of their preparations that are withheld from the medical profession. A corps of experienced salesmen represent the interests of the house upon the road, and the largest orders are filled with the utmost promptness and with scrupulous care. The officers and managers are gentlemen of large practical experience and the highest repute in this branch of trade, liberal and honorable in all their dealings, and are eminently popular with their host of patrons the world over.

**IMPERVIOUS PACKAGE CO.**, Manufacturers of the Impervious Safety Oil Can, Office, No. 86 Park Place.—This company is known throughout the country as the manufacturers of the Impervious Safety Oil Can, the only safe, neat and convenient oil can for family use. The company was incorporated in 1881, under the laws of the state of New Hampshire, their factory being located at Keene, N. H., and is officered as follows, viz.: A. T. Batchelder, president; J. H. Sherwood, vice-president; L. J. Brooks, treasurer. A full and complete line of samples are carried at the New York office, and a corps of traveling salesmen represent the interests of the house to the trade. The splendid resources and perfected facilities possessed by the company enable them to conduct all branches of their business under the most favorable conditions and to guarantee the prompt and perfect fulfillment of all orders. Since 1883, the company have made and sold over one million oil cans, all guaranteed, and with claims for reclamation amounting to less than one quarter of one per cent., a record wholly without precedent in the history of oil-carrying packages. This fact should be sufficient to convince dealers that the Impervious Oil Can is the safest and most reliable oil package to handle. Among the many reasons why dealers should buy the Impervious Oil Cans in preference to all others may be mentioned the facts that they are and always will be the best; they are absolutely safe, and for the safety and convenience given, they are the cheapest oil can ever made. They are neat and attractive and sell themselves wherever shown. They are fully protected by United States patents, and are the only wood oil cans that you can handle without risk of damages for infringement. The company fully guarantee every oil can they sell. These oil cans are made of wood, with the inner surface so prepared as to be perfectly impervious to kerosene or other oils. They are fitted with nickel-plated compression faucets and vents, fillers, making a complete family oil tank and lamp filler combined. They are absolutely free from leak, sweat or odor. Lamps can be filled direct from the faucets, thus rendering them the safest, neatest and most convenient oil can for family use. The trade is promptly supplied in quantities to suit manufacturers' prices, and they are found for sale by all first-class dealers throughout the United States. The president and treasurer of the company are both well-known citizens of Keene, while the vice-president, Mr. Sherwood, is manager of the New York office and general agent for the company. He is a native of Connecticut; a resident of this city for the past twenty-five years.



**EDGAR J. SERCOMBE**, Printing and Lithographing, No. 269 Canal Street.—In succeeding to the printing and lithographic business of Messrs. Wollerman & Roeth, on March 18th of this year, Mr. Edgar J. Sercombe became the possessor of an enterprise which had been founded by his predecessors six years ago, and had been accorded a very liberal support, especially in the particular branch of the trade relating to tags, tickets, labels, etc., which for a considerable time has been a specialty, gaining for it a high reputation. The new proprietor has an intimate acquaintance with all the details and technicalities of the trade, and is directing its affairs in a manner which gives promise of greatly enhanced prosperity in the future. The establishment, which is located at No. 269 Canal Street, is admirably equipped with everything in the way of plant proper to a printing office of the kind, inclusive of high-speed presses actuated by electric power, and the staff of employees includes expert printers, experienced in this particular branch of the art of printing. The premises consist of a third floor, 25 x 110 feet in size, and the concern in its entirety is organized in a very complete manner. Mr. Charles T. Wollerman of the late firm is retained as general manager. Mr. Edgar J. Sercombe is a young man of English birth, who has resided in this city only for the past six months.

**ARCHER MANUFACTURING COMPANY**, Manufacturers of Patent Chairs, Etc., No. 223 Canal Street.—A chair manufacturing firm, which, while competing in all other particulars on even terms, has out-distanced every competitor in the particular branches of the trade to which it specially devotes its energies, by reason of the unequalled value of its patented articles, is the Archer Manufacturing Company, whose specialties are patent dentists', barbers' and physicians' chairs and furniture, and in these lines it is without doubt the most prominent and successful firm in the United States. Very substantial corroboration of this is afforded by the fact that some fifty thousand of the firm's chairs are in use in various parts of the country, in barbers' establishments alone, in addition to those supplied to the professions named, and the large number exported. The company fit up barbers' shops complete, and also manufacture piano stools, counter stools, and a number of other specialties. Their factory, which comprises five five-story buildings, fitted up and equipped in the most perfect style, and giving employment to several hundred workmen, is at Rochester, N. Y. The headquarters in this city comprise two floors and a basement, 25 x 85 feet in superface, at No. 223 Canal Street, and No. 153 Centre Street, where a thoroughly complete and representative stock is carried. This office was founded eight years ago, and has, from the first, been under the control of its present able manager, Mr. M. H. Wilson, who has influenced a large and steadily increasing trade from this center. He is assisted by a staff of eight employees, and is thus able to fill all orders with commendable promptitude. Mr. Wilson is a native of New York state, and is a gentleman well and favorably known in the city.

**M. & I. COHEN**, Manufacturers and Quilters of Fancy Linings for Plush and Seal Garments, No. 96 Canal Street.—Costly plush and seal garments are well worthy of artistic fancy linings, upon which skilled and painstaking care has been bestowed, and those handling such goods in all parts of the country, recognizing this, send garments of such a kind to this city for the purpose named; a house in pronounced favor being that of Messrs. M. & I. Cohen, of No. 96 Canal Street; one of a very eminent and responsible kind, founded in the year 1874, which, as manufacturers and quilters of fancy linings in the finest style, has, during the seventeen years of its career, built up a business of very large magnitude; this being the distinct outcome of scrupulously neat and artistic work, produced under the most favorable conditions, and therefore at prices that, relatively to the intrinsic merit of the linings when finished, are uniformly and consistently reasonable. The work undertaken by the firm is exclusively to order, and with a view to the accomplishment of this with the celerity which is alone satisfactory to the great establishments with which it trades, or their patrons, who desire to be furnished with linings at short notice, a force of sixty trained operatives is regularly engaged; the premises occupied for industrial and general purposes, consisting of a first floor, 25 x 75 feet in measurement, equipped in a really model style explaining both the promptitude and the low figures for which the house is distinguished. The firm personnel is composed of Mr. Morris Cohen, and Mr. Isaac Cohen, these gentlemen being brothers of Russian birth, of middle age, long resident in this city, who have earned their enduring prosperity by the well-directed use of their capital, and the ungrudging exercise of their industrial and mercantile capacity; a leading factor in their success having been the close personal scrutiny they have given to garments before permitting them to leave the premises, in order that only such work should be delivered as reflected credit upon the house. A specialty of this house is the lining of seal garments and capes and the house has an extensive trade in fine garments in the western states, while braiding and cording is done in the latest styles.

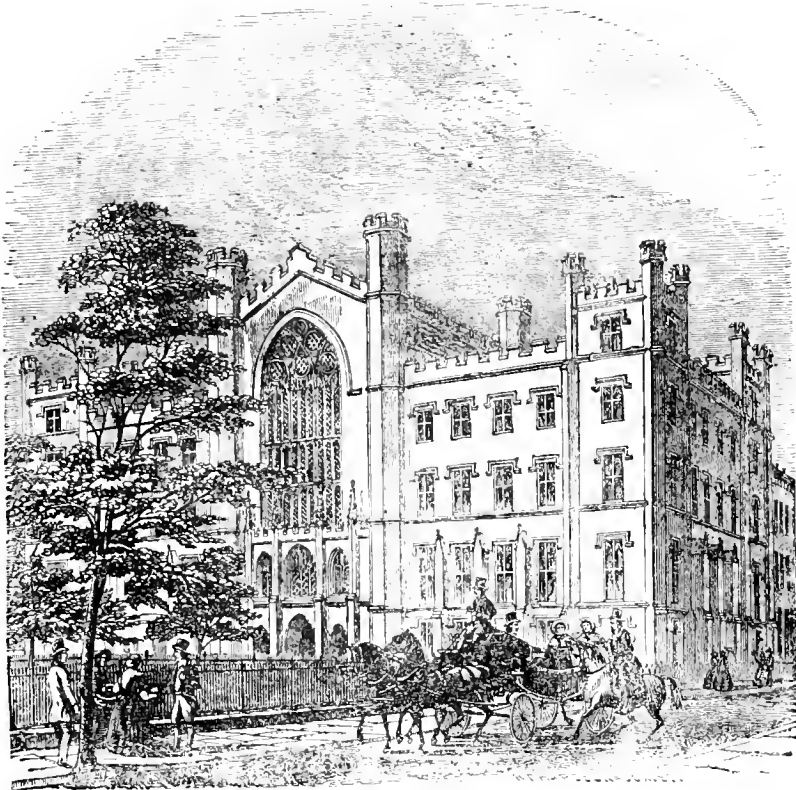
**JOHN FEURY & COMPANY**, Wholesale Liquors, No. 286 Greenwich Street.—The progressive spirit notable in the early days of the trading of Messrs. Jordan and Feury, and the entirely reliable methods which characterized the business from the inception of its career in 1861 up to 1883, have been manifested in no abated degree from that period to the present, under its erstwhile junior member and now sole proprietor, Mr. John Feury, who conducts the well established and firmly rooted enterprise under the trading title of John Feury & Co. A very wide and influential patronage has attached to the house for a number of years, and to most of its old customers as well as to a constant accession of new patrons the house supplies the best of domestic and imported liquors, either free or in bond, in bulk or bottled, by wholesale, with all its old-time reliability, the experienced principal being well known as a high authority on choice liquors, and sedulous in his personal attention to the affairs of his business, with an unshakable determination to provide goods that shall tally exactly with the samples submitted, and with the representations that have been made. The premises of the firm, at Greenwich Street, comprise four floors, each 25 x 100 feet in measurement, and thus provide ample accommodation for the storage of such proportion of the goods handled as are not shipped direct to patrons from the bonded warehouses. Competent assistants are ever briskly engaged, either in the office or salesroom work which so large a trade involves, and the promptness and accuracy with which inquiries or orders are dealt with is all that could be desired. Mr. John Feury, who is a New Yorker by birth, is a prominent member of the National Protection Association, and of the Wholesale Liquor Dealers' Association, and there are few men more widely and favorably known in his line of business.

**LOUIS N. CHEMIDLIN & CO.**, Commission Merchants Etc., Importing, Exporting, Forwarding, Chesebrough Building, Room No. 522, No. 24 State Street.—The trade of this country with Mexico is one of manifest importance in the present, and from which competent authorities anticipate far-reaching and valuable results in the future. Hence the business of Messrs. Louis N. Chemidlin & Co., initial led only in June, 1890, and already of very considerable proportions, as commission merchants, exporting, importing, and forwarding to and from the United States and Mexico, while productive of unprecedently gratifying effects for those immediately concerned, is also an essentially useful one as it effects, directly or indirectly, the entire community in each country; and the more so since the house handles anything from Mexico for which a market exists in America, and anything from this country for which a market is to be found in Mexico. The trade of the young, progressive, and trustworthy house relates to all parts of the Union, and particularly to the making of purchases of leading western concerns; the markedly well-informed principals having a very close inside knowledge of the best direct sources of supply for Mexican merchandise, and conducting their affairs on a basis distinctively conducive to extended commercial relations while they are also well posted in the best means of transport, and the style in which merchandise should be packed in order that no difficulty may arise to prevent its reaching comparatively out-of-the-way Mexican centers, important in themselves but not reached with the same facility as American cities having similar populations. The partners are Mr. Louis N. and Mr. E. D. Chemidlin, young men of New York City birth, whose eligible office at No. 24 State Street has thus quickly become an international trading center of considerable importance.



**F**RANKLIN BANK NOTE CO., No. 142 Broadway, Cor. Liberty Street.—Noted in all parts of the union for the elaborate, artistically designed and skillfully executed bonds, bank notes, certificates of stock, bills of exchange and all other kinds of securities, for the banking and financial world which it produces, the "Franklin Bank Note Co." has not only gained for itself a position of great and recognized eminence but such an one as challenges rivalry from any similar house in the city, while the unqualified satisfaction it gives to the railroads and great banking houses, for which it works, has created a demand for its services which at times very severely taxes its resources. The company, which was incorporated under the state laws of New York in 1877, has at its head executive officers of exceptional administrative ability, as well as heads of departments, who in their technical knowledge and expert skill are at the top of their professions. The house is provided with the most modern of labor-saving machinery and appliances that are compatible with the highest class of work. The quarters of the company are in the fire proof premises at No. 142 Broadway.

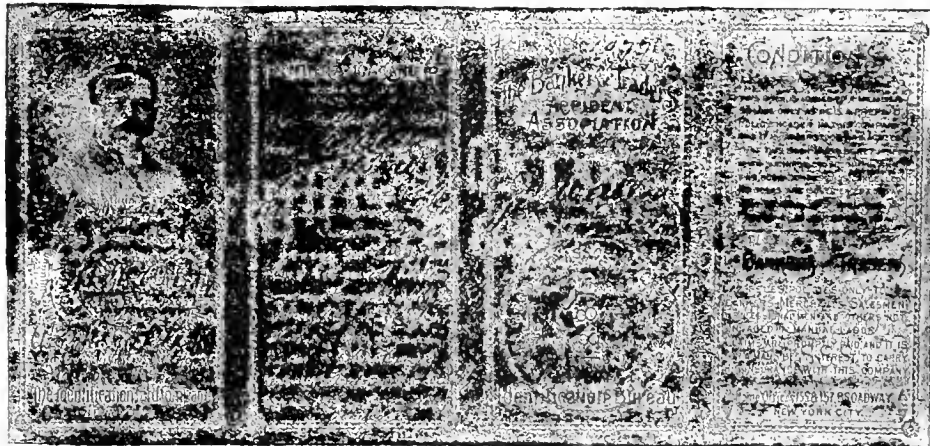
**J**OHN OLSEN, Sail Maker, No. 146 Front Street.—Norway has sent America some of her most reliable, energetic and capable men in the industrial world, among the great number being John Olsen of No. 146 Front Street. He has been in New York thirty-five years and is counted among the most accomplished and practical sail makers of this port. He occupies a well-appointed loft, 25 x 100 feet and gives employment to from eight to twelve people, for the purpose of making sails for the masters of ships, rigs and yachts that come into this port. Mr. Olsen has gained the confidence of his long line of patrons and at his present period of life, (he is in his prime) he has all of the work that he can attend to. This results from the fact that he always does as he agrees, while his work is of that excellence of quality which stands all tests to which it is subjected. He is likewise a man of exemplary business principles.



1860—NEW YORK UNIVERSITY.

**T**W. LAWRENCE, Books and Engraved Portraits for Illustrating, Engravings Cleaned and Inlaid, No. 60 Nassau Street.—The house of Mr. T. W. Lawrence, dealer in books and engraved portraits for illustrating, located at No. 60 Nassau Street, holds an almost unique position in this city, in this particular branch of the trade, as it is about the only house engaged in precisely the same line here. The business was established at the same address by the present proprietor some twenty-two years ago, and has met with a liberal share of patronage ever since, which has steadily increased with each succeeding year, until now it has patrons in all parts of the United States, and is responsible for the engravings contained in some of our finest books of reference, travel and fiction. As a special feature of the business Mr. Lawrence obtains high-class books and inserts in them appropriate engravings, selling the works in the illustrated form. This branch has created the greatest satisfaction among his patronage, and has largely added to his already extensive and representative connection. The premises at the location indicated consist of an elegantly appointed store, 25 x 40 feet in dimensions, containing a carefully selected assortment of fine works of all sorts, including some rare books, engravings, etchings, photogravures and other kinds of illustrated matter from all parts of the world. A specialty is made of the cleaning and inlaying of engravings for which Mr. Lawrence has a big demand, the work always being executed in the latest approved manner, and with the utmost promptitude. The proprietor is a native of this city and a thorough connoisseur of works of art generally, and is often sought for his judgment on some special picture or engraving.

**T**HE BANKERS' & TRADERS' ACCIDENT ASSOCIATION, Nos. 155 and 157 Broadway.—Fate and chance are the two uncontrollable factors in every man's life, struggle as he may, be prudent as he can, the unknown events of the future bear down upon him with resistless force, and in a second he may be swept away to a violent death, or meet with serious and often disabling injuries. In this active age, bristling with the dangers of rapid transit, electric currents, lofty buildings, more frequent sea voyages, and the thousand and one complications of civilization, how necessary to exercise the utmost prudence. And now that the favorable opportunity has arrived, it is well to at once take out a policy in the Bankers' & Traders' Accident Association, of the city of New York, which was organized in 1889 upon the most liberal and equitable basis by a number of prominent and responsible citizens, and duly incorporated under the laws of the state of New York. Its home offices are located at Nos. 155 and 157 Broadway, and its principal executive officers are Fletcher H. Bangs, president; Jos. W. Abbott, secretary and general manager. When solid accident insurance is offered at a cost of \$15.00 per year, with weekly indemnity of \$25.00 in case of disability, how foolish—aye, reckless—not to at once take out a policy! Under able and honorable executive management, the Bankers' & Traders' Association is making rapid progress, notably among the best classes of the public, and its business is becoming broadly distributed throughout the entire United States. It insures absolute protection, liberal indemnity and prompt payments; its insured can travel in any part of the civilized world without a permit, and it has an ample emergency fund deposited to the credit of its policy-holders. Its Board of Directors is as follows, viz.: Fletcher H. Bangs, president, Bangs & Co., No. 739 Broadway; William M. Deen, vice-president, Anglo-American Investment Co., Nos. 44 and 46 Wall Street; Joseph W. Abbott, secretary and general manager, Oliver F. Berry, treasurer, Cashier Tradesmen's National Bank; Andrew J. C. Foyé, Dixon Crucible Co.; John Farr, Watson & Farr, No. 149 Pearl Street, George C. Kobbe, Attorney, 130 Broadway, John K. Bangs, with Harper &



Brothers, John H. Korff, M.D., U. S. Sub-Treasury. The president, Mr. Bangs, is highly esteemed in the business and financial circles of the metropolis for his executive ability, business sagacity and sterling qualities of head and heart; while the secretary, Mr. Abbott, is an indefatigable worker, an authority as regards accident insurance, whose sound and reliable methods of management have the hearty endorsement of all policy holders. It has been the constant aim of this Company in addition to giving its members insurance that insures, to provide the most perfect protection, to avoid technicalities and to settle all claims with as little delay as possible; and to-day the Bankers' & Traders' is recognized as the most progressive and safest of Accident Insurance companies. With this end in view they have at considerable expense added an Identification Bureau to their business, and are prepared to furnish to their members an Identification card, a cut of which is presented herewith. The card is a complete certificate of identification, containing the photograph, signature, description of person, seal of the notary public before whom the signature is acknowledged, and the seal of the Bankers' & Traders' Accident Association attested by its secretary, the whole bound in a convenient Russia leather pocketbook. A duplicate and full description of these cards is kept in the Identification bureau of the company. An identification is invaluable to every person. It secures the recognition of the holder, protects against mistaken identity, insures collection of checks, drafts, postal and express money orders, and summons friends at once in the event of an accident. That it will prove a sufficient means of identification with banks has been attested by some of the leading banks of New York city. It may also be used as a passport when visé by United States consuls, and is consequently of great value to travelers in foreign countries. These cards are issued by the Bankers' & Traders' to any applicant for a \$5000 policy, who proves an acceptable risk, upon payment of the membership fee of five dollars and an amount covering the regular premium calls for one year. The issuing of these cards will certainly bring an increased business to the company, rendering it easier for agents to canvass in its behalf, and every member who takes one will no doubt feel a sense of increased security, knowing that he bears upon his person the means of positive identification, and also that in the event of any accident happening to him he is insured in a staunch company which will promptly compensate him for the loss of time incurred by reason of accidental injuries.

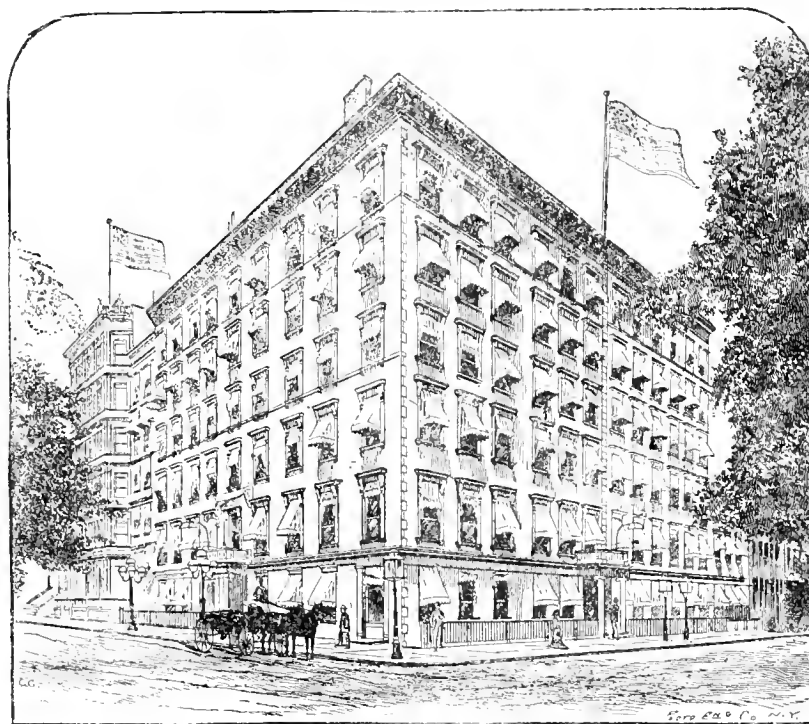


**P**RENTISS CALENDAR AND TIME COMPANY, No. 40 Maiden Lane.—There can no longer exist any possible form of excuse for even the most impecunious person being without the convenience of a clock, now that the Prentiss Calendar and Time Co. of No. 40 Maiden Lane have come into the field with their independent standard time and calendar service. The aim of this worthy company, which was incorporated in 1888, is as novel as it is useful. They began business January 1, 1890, with a capital stock of \$200,000, for the purpose of furnishing independent standard time and calendar service, at a rental of seventy-five cents per month for each calendar clock. This rental includes the charges for hanging, winding, inspecting and caring for the clocks. Every time-piece is warranted to keep good time and are most convenient for offices, shops, stores, institutions, schools, colleges and residences. They are made with walnut, mahogany, natural and antique oak cases, when desired, and are three feet in height with a ten inch dial and two inch date figures. Each clock indicates the time; the day of the week; the month and the date. There are now over 2000 of these clocks in service in New York City and the firm's business is rapidly spreading over the United States. They have a fine factory with a floor surface of 14,000 square feet, and at their office, samples of the calendar time-pieces may be seen. We have also noticed that there are many of these clocks in use in the stores and offices of the buildings shown in the illustrations on the pages of this book. We learn by enquiring at the offices of the company that in the World building, page 40, there are 15 clocks; Times building, 5 clocks; Aldrich building, 8 clocks; New York Life, the collector's office, Custom House, New York, New York Stock Exchange, Cotton Exchange, and Coffee Exchange. View from Twenty-third Street, looking south, showing Broadway and Fifth Avenue, 24 Fifth Avenue, Pettus & Curtis, Madison Square Garden, Twenty-sixth Street and Fourth Avenue, (4 clocks); "World Building," 16 clocks; "Tribune Building," 12 clocks; "Times Building," 6 clocks. Lower Broadway from Exchange Place (including) Washington Building, 10 clocks; including right side of Broadway which is not shown, there are 40 clocks to Exchange Place: 19 Broadway, 4 clocks; 35 Broadway, 7 clocks; 45 Broadway, 5 clocks; 52 Broadway, 5 clocks. Fifth Avenue, looking north from Forty-fifth Street. St. Thomas Church, Fifty-third Street and Fifth Avenue, Unity Publishing Company, 574 Fifth Avenue. Broadway, showing Equitable Building, 6 clocks; Wilson Pharmacy (as shown); Opposite side, 115 Broadway, 17 clocks; opposite side, 137 Broadway, 5 clocks; opposite side, 145 Broadway, 5 clocks; opposite side, 111 Broadway, 6 clocks. Wall Street from Nassau, showing old Trinity Church, 23 clocks, to Broadway. Broadway, from Ninth Street, showing Grace Church, Fleischman Vienna Bakery, 4 clocks; Broadway, showing Astor House and Post-office; Broadway to Chambers Street, 42 clocks; Park Row, (excluding "Times," "Tribune," "World," given above), 21 clocks. (Stock Exchange, Broad Street). Drexel Building, 5 clocks; Mills Building, 14 clocks. Broadway, showing Worth Monument and Hoffman House. Worth House, 1 clock; 927 Broadway, 2 clocks; 910 Pursell Manufacturing Company, 1 clock; 898 Broadway, 1 clock. Fourteenth Street, looking west from Broadway. Lincoln Building, 4 clocks; west side Union Square, looking north, 9 clocks; Forty-second Street, showing Grand Central Depot, 9 clocks. The prospects for this new company are exceedingly flattering and the more so, in as much as the Prentiss Calendar time-piece is a convenience long needed.

**EMERSON McMILLIN & CO.**, Negotiations Conducted for Purchase and Sale, and Expert Examinations Made of Gas, Electric, Water, Street Railway, Coal, Iron and Industrial Properties, No. 40 Wall Street.—Among the noteworthy firms that have come to the front in Wall Street within a recent period there is none more worthy of mention in the present review than that of Emerson McMillin & Co., whose offices are located at Nos. 40 and 42 on the busy thoroughfare indicated. They are negotiators for the purchase and sale of gas, electric, water, street railway, coal, iron and industrial properties, negotiating securities upon the personal examination of plants, factories, mines, franchises and other interests, and though but a comparatively short time established here in the sphere of activity indicated have already gained a measure of recognition that amply attests the wisdom that inspired the enterprise. They now number in their clientele some of New York's most prominent capitalists and shrewdest investors, the patronage of the firm constantly growing, and, unless all the indications are at fault their prosperity is bound to endure, as their business is certain to increase and extend. Mr. McMillin, the senior member of the firm, who is president of the Laclede Gas Works, St. Louis, and also of the Columbus Gas Works, Columbus, O., is a gas engineer of exceptional skill and thorough experience, and is an expert in matters pertaining to gas, electricity, etc., while Mr. W. B. Wilson, his partner, who is a native of Ohio, and served on Gov. Foraker's staff, has been engaged in banking and financial transactions some twenty five years and is vice-president of the First National Bank of Ironton, O. They are both gentlemen of the highest personal integrity, as well as men of energy, business ability and skill, and are experts in determining the present and prospective values of the class of properties above noted. They are prepared to engage in all classes of business in the line indicated, giving special attention to personal examinations of gas, electric, water, street railway, coal and iron and manufacturing plants, with a view of arriving at the commercial value thereof as features of financial investment, while securities are negotiated thereon, likewise. Stock companies are organized, also, for developing and operating such properties and enterprises are promoted, particular attention being given to the sale of securities, and all interests entrusted to this responsible firm are certain to be handled in the most judicious and trustworthy manner.

**HENRY H. ADAMS & CO.**, Henry H. Adams, President, Pig Iron, Ore, Etc., No. 80 Broadway.—Considered as a factor in the sum of commercial activity in this city, the importance of the pig iron and kindred interests can hardly be over-estimated. The transactions in the products indicated here in New York in the course of a year reach vast magnitude and represent millions, while the volume of trade grows apace. Notable among the leading firms engaged in this line in the metropolis is that of Henry H. Adams & Co., whose offices are in the Union Trust Company Building, No. 80 Broadway, and who handle enormous quantities of pig iron, iron ore and Connellsville coke. They are agents for the Ranney & Berger Iron Co., New Castle, Pa., for their celebrated Norway iron; the Columbus and Hocking Coal and Iron Co., of Columbus, O.; the H. C. Frick Coke Co., of Pittsburgh; Marshall Bros., of Philadelphia; the Elmira Iron and Steel Rolling Mill Co., of Elmira, N. Y., and the Jefferson Iron Co., of Antwerp, N. Y., Lawrence Furnace Co.; McKeefrey & Co. for the famous "Seneca;" and their business, which is exceedingly large, affords evidence of steady and substantial increase, having branches also in Boston and Toledo. With their exceptional facilities, the firm are in a position to offer special inducements, quoting bottom prices and relations once formed with them are reasonably certain of leading to an enduring business connection. This flourishing business was established in 1885 by the gentleman whose name heads this sketch, and by him conducted alone up to July, 1891, when it was duly incorporated under the laws of the state of New York, with a capital of \$100,000, and the present style adopted, Mr. Henry A. Adams being the president, and Mr. H. H. Mitchell vice-president and treasurer. This is also the eastern office of the Columbus and Hocking Coal and Iron Company, with headquarters at Columbus, O., incorporated in 1879, with a capital stock of \$5,500,000, and of which Mr. Adams is the president, and W. E. C. Cox, vice-president and general manager. They are manufacturers of American, Scotch, High Silicon "Peneost," Foundry and Forge irons, and dealers in Hocking Kinkaid and Straitsville coals, and in both departments of the business their trade is immense; the processes by which their specialties in iron are manufactured are of the most perfect character, a uniformly high standard of excellence being maintained, so that the American, Scotch and other brands of pig iron of this company are absolutely unrivaled, and are rapidly increasing in demand in all sections of the country, East and West. The coals handled by the Columbus and Hocking Coal and Iron Co., are thoroughly adapted for use by steam ships, locomotives, rolling mills, glass works and all kinds of smithing and steam generating purposes where intense heat is a desideratum, and command an immense sale, particularly in the West and North-west, the enterprise of the company under the able and efficient direction of Mr. Adams adding materially to the commerce of the lakes and the traffic of the surrounding country, owing to the notable development of the coal trade in that region.

**T**HE WESTMINSTER, W. G. Schenck, Proprietor; Hotel, East Sixteenth Street, Near Union Square; Apartment House, Nos. 113 and 115 E. Sixteenth Street.—The city of New York is to be congratulated upon the possession of such a strictly high-class hotel as The Westminster, situated on E. Sixteenth Street, near Union Square. This is one of the thoroughly modern hostleries of the metropolis, with the most refined cuisine and service of any in the city. It was built and opened to the public in 1870 by Mr. John Wesley, who had a partner named Stillman Witt, the heirs of whom still own the house. Messrs. Wesley & Witt were succeeded by Messrs. Palmer & Roberts, well-known hotel men, and they gave place to Chas. B. Ferrin, from the Revere House, Boston. In 1878 Mr. E. A. Gilson became the proprietor, and inaugurated the American plan, being succeeded in 1880 by Mr. W. G. Schenck, the present popular host. The Westminster is eligibly located one block east of Union Square, on the corner of Sixteenth Street and Irving Place. It is six stories high, 75 x 80 feet in dimensions, and of a delicately shaded green in color. The office and dining rooms are situated on the first floor, and are handsomely furnished and decorated. On the second floor are the public parlors and those set apart for ladies, while an elevator and a marble and iron staircase connect them with the sleeping apartments, consisting of two hundred private rooms. Many of the latter are arranged en suite, so that large apartments are thus available for families, public men, etc. The service of the Westminster has long been celebrated. The wants of guests are anticipated, their wishes and calls are promptly responded to, and a corps of one hundred and twenty-five assistants contribute to the satisfactory operations of the house. A few years ago the Westminster was entirely reconstructed by Messrs. Bruner & Tyron, the well-known architects, and was also decorated by Messrs. Wm. Neilson & Son, the adorners of a number of Dehmonico's rooms. It now embraces all the modern improvements, including electric lights, steam heat, electric bells, baths, etc., and the



interior is one of the handsomest on the continent. In 1884 an addition was made to the accommodations of the hotel in the opening of a six-story apartment house, adjoining the hotel, at Nos. 113 and 115 E. Sixteenth Street. This is a great advantage and is appreciated by citizens and tourists alike. Rooms are rented in suites exclusively, and speaking tubes connect them with the offices of the hotel. This year the house has been thoroughly refurbished and redecorated at an enormous expense. The parlors, dining-rooms and one hundred rooms being done over. Electric lights have been put in, and a new service of glass, silver, and decorated china has been placed in the dining-rooms. The entire house is now in a most complete and attractive condition. The Westminster was the home of Charles Dickens on all his visits to this country, and a fine likeness of him adorns the walls of Mr. Schenck's private office. The registers of the Westminster also bear the autographs of men distinguished in every walk of life, and experienced tourists from France, England, Spain and South America are among its frequent and appreciative guests. There is always to be found here service in both English, French and Spanish, which is a feature greatly appreciated by foreigners. The rates of \$3.50 per day are extremely reasonable, when the superiority of the accommodations and exceptionally high standard of the cuisine are taken into consideration. The latter has always been a special feature with Mr. Schenck. He is a liberal and enterprising purveyor, and all the luxuries of the four seasons are found upon his bill of fare. Mine Host Schenck was born in New Jersey about fifty-five years ago. For twenty-nine years he was proprietor of the Merchants Hotel, on Cortlandt Street in this city, and his name is known and honored in leading hotel circles the world over. He is quick to introduce improvements, conducts his hotel first and all the time in the interest of his guests, and the gratification of his patrons is evidenced by their permanent patronage and the flourishing business of the house. His right-hand man at the desk, Mr. Benjamin Swope, is a Kentuckian by birth, the proprietor of a summer hotel at Long Branch, and is eminently popular with the traveling public.

**MOORE & SCHLEY, Bankers & Brokers, No. 80 Broadway.**—The financial market of this city, whose daily doings are flashed to all leading monetary centers, is one of the principal fields for the exercise of superior business talent, and the list of those operating in this line includes the names of many of New York's best known and most influential citizens. One of the principal firms in the city engaged as bankers and brokers is that of Moore & Schley, whose business quarters are in the Union Trust Building, No. 80 Broadway. The business of this prominently known house was organized fifteen years since by the present proprietors, the co-partners being Messrs. John G. Moore, Grant B. Schley, William H. Duff, Elverton R. Chapman and Henry G. Timmermann, all possessing a wide acquaintance in the financial and general business world. With the exception of Mr. Timmermann, all of the members hold seats in the New York Stock Exchange, Mr. Moore having been admitted in 1886, Mr. Schley in 1881, Mr. Duff in 1899, and Mr. Chapman in 1889. With such a personnel the success of the firm was assured from the outset and the extensive patronage that has been developed is of the most influential character. Messrs. Moore & Schley occupy for office purposes the entire first floor of the Union Trust Building, its dimensions being 50 x 120 feet. The place is handsomely appointed and is equipped with private wires, stock indicators and all requisite conveniences. The correspondents of the house are E. L. Brewster & Co., Chicago; J. M. Schoonmaker & Co. and Ervin Tolland, Philadelphia; Irving A. Evans & Co., Boston. The latest stock news is constantly being received and the fullest information regarding the movements of the market is available to customers. Messrs. Moore & Schley carry on general operations as bankers and brokers, handling stocks, bonds and investment securities of all kinds, and their ample resources enable them to satisfactorily meet all the requirements of those with whom they have dealings.

**BARLOW & BANCROFT, Barlow's Insurance Surveys, No. 51 Cedar Street.**—In the earlier days of insurance companies the business was surrounded by innumerable pitfalls, which not infrequently led to the downfall of those financial institutions, and the losses eventuating from which—whether provided against or landing their victims in insolvency—all fell of necessity mainly upon the shoulders of insurers. Among the numerous safeguards which have been devised against these is the adoption of Barlow's Insurance Surveys, the companies identified with which are enabled to offer greater inducements to policy holders by virtue of the greater immunity this system insures to them against the acceptance of questionable risks. The eminent and progressive firm who introduced this new feature and who are the pioneers of this system has its headquarters at No. 51 Cedar Street, the partners being Mr. C. A. Barlow and Mr. J. M. Bancroft. The house makes surveys of factory buildings, and publishes a compendious volume showing in great detail the kind of structure represented by each, together with its height, provisions for safety against conflagration, general design, and much other information of exceptional value of those connected with the insurance business. The labors of the firm become year by year of greater value as their surveying operations become more complete; the number of buildings and manufactories they have now surveyed and embraced in their volumes reaching the enormous figures of 10,300. The eminent companies represented by Messrs. Barlow and Bancroft are: The Home Insurance Co., New York; Commonwealth, New York; Niagara, New York; American, New York; German-American, New York; branch agencies in the same city of the Liverpool, London, and Globe; the North British and Mercantile; Commercial; Lancashire; Liberty Insurance Co.; Sun; Fire; Fidelity and Casualty Co.; the Aetna, Hartford, Conn.; and the Hartford, the Phoenix, and the Orient of the same city; the American, Fire, and the Spring Garden Companies of Philadelphia, Pa.; and the Merchants' Insurance Co., of Newark, N. J. The office of the firm at the address named is 25 feet by 50 feet in dimensions, and the prominent principals, who are held to rank at the very top of their profession are accessible for advice on all important matters connected with the profession during business hours. Mr. Barlow was born in New Haven, while Mr. Bancroft is a native of Massachusetts. Both are middle aged gentlemen who have resided for a considerable period in New York, where they are highly and deservedly respected.

**JOHNSTONE & BUCKLEY, Manufacturers of Superior Goodyear Welting, No. 37 Ferry Street.**—The manufacture of boots and shoes in this country is an enterprise and industry so vast and extensive that very few, even of those engaged in it have any real idea of its importance and dimensions. Among the accessory trades connected with this industry, the manufacture of welting occupies a prominent position, and in this connection we may make special mention of the well-known house of Johnstone & Buckley, of No. 37 Ferry Street, as being entitled to our particular notice. This prosperous concern is devoted to the manufacture and sale of superior Goodyear Welting, and has been in active and prosperous operation for about four years. The firm is composed of Mr. R. K. Johnstone and Mr. Wm. C. Buckley, both of whom are practical experienced men, thoroughly alive to the needs of the trade, and intimately acquainted with the business in every detail and department. Mr. Johnstone is a native of Scotland, and is regarded as the pioneer of the welting business in this country. He has been eleven years in the United States, and is exceedingly popular in the trade. His partner, Mr. Buckley, is a young man, and a native of Sag Harbor. The premises occupied for business purposes comprise three lofts with an area of 25 x 75 feet. Steam power is furnished throughout, and a most complete plant of modern and improved appliances is provided. Between twenty and thirty experienced hands are employed in the establishment, and the proprietors devote their personal supervision to every part of the business. The services of two competent traveling men are required on the road, and the firm have large and remunerative agencies in Paris, and in Northampton, Eng. The business connections are extensive and substantial. The patronage extends throughout all parts of the country and Canada, and the volume of trade is steadily increasing. A high reputation attaches to the products of this popular house and the goods find a hearty reception wherever they are introduced.

**ISLEY, DOUBLEDAY & CO, Manufacturers of Machinery Oils, Lubricating Compounds, Axle Grease, Plumbago of All Kinds, Graphite, Office, Nos. 229 and 231 Front Street.**—Representative among the ably managed and influential commercial houses in New York is that of Messrs. Isley, Doubleday & Co., the well-known manufacturers of Machinery oils, Lubricating compounds and Grease, at Nos. 229 and 231 Front Street. This house was originally established in 1872 by William C. Isley, who gave place to the present firm in 1873. This firm are deservedly prominent in trade circles throughout the world as sole manufacturers of the celebrated "Bidwell Axle Grease," "Crown Axle Grease," "Anchor Axle Grease," Graphite mill grease, and other specialties; while their house has long been headquarters for the finest grades of lubricating, steam refined cylinder, machinery, paraffine and West Virginia oils, plumbago of all kinds, and graphite paints. The firm operate extensive works at Newburgh, N. Y., and also control a large trade in Sydney, N. S. W., Aus., where they have established a branch house, and also a branch at 117th Street and Third Avenue, this city. Their salesrooms on Front Street comprise an entire five-story building, 25 x 100 feet in dimensions, where is at all times carried the largest and finest stock in this line in the city. The Cylinder and Machinery oils of this house are popular favorites both at home and abroad, and their lubricating compounds are equally famous; while their axle greases have given them a prestige and popularity in the trade unexcelled by any of their contemporaries. Their oils and greases are manufactured with the greatest care and by the most approved processes, the result being that they are pure and reliable, and are in constantly increasing demand among leading manufacturers, steamship lines, railway companies and other large consumers. The co-partners, Messrs. W. C. Isley, C. P. Doubleday and E. S. Doubleday, are deservedly prominent in the business world, noted for their wide range of experience, and give close personal attention to the operation of their house. Mr. Isley is a native New Yorker, and in 1885 made a trip around the world. Mr. C. P. Doubleday is a native of Vermont, while his son, Mr. E. S. Doubleday, was born in California. The firm as thus constituted is a valued factor in New York's great oil trade, and is materially promoting the commercial supremacy of the metropolis in that line.

**M.** LINDHEIM, Packer and Importer of Leaf Tobacco, No. 191 Pearl Street.—Among the many importers and packers of leaf tobacco engaged in this city, the house of Mr. M. Lindheim holds a prominent place in the foremost ranks of the trade, and is regarded as one of the most reliable importers and packers in New York. This house was established by the present proprietor in 1870, since which time, it has steadily grown, year by year, in favor and support, until the trade it now controls, extends to all parts of the United States and Canada, among the most representative section of manufacturers, retailers, and other large consumers. The firm, besides being packers of leaf tobacco, are direct importers of the choicest crops of Havana, Sumatra and Manilla growths, of which a very heavy and comprehensive stock is always carried, as well as that of domestic growth. The large volume of trade now controlled, necessitates the maintenance of premises, at No. 191 Pearl Street, which consist of three floors and basement, each measuring 25 x 100 feet; comprising office, salesroom and warehouse; all being admirably adapted for receiving, storing and delivering the heavy consignments of choice tobacco leaf handled, and furnished with every convenience for facilitating the due prosecution of the business. Every detail of the firm's affairs is conducted under the close personal care and attention of the able and experienced principal, who possesses a thorough, practical knowledge of the tobacco trade from planting to cigar manufacture. He is a native of Germany, having resided in this country for the past twenty-eight years, and is a member of the Tobacco Board of Trade, and several leading societies in the city.

**J.** GRAF & CO., (American Embroidery Co.) Manufacturers of Embroidery, Nos. 254 and 256 Canal Street.—Appropriately named the 'American Embroidery Co.,' the prominent and trusted firm of Messrs. J. Graf & Co., one of the oldest in its line in the city—manufactures embroideries of all kinds for the supply of the trade in all parts of the country, as well as undertaking braiding, cording, and beading, in every style to order, on a large scale, and in the most workmanlike manner. Moreover, the firm has the best of modern machinery, actuated by steam-power, and is thus able, while giving place to none in the beauty of its work, to produce really artistic goods at the lowest possible cost; and therefore to supply at prices that challenge competition. This popular house was founded fifteen years ago by the gentleman who now conducts its affairs with such consummate skill—Mr. J. Graf—and who is, in reality, its sole proprietor. He has had a very long experience in this line of business both in this country and in Switzerland, the land of his birth, and is exceptionally qualified to give the best interpretation to all designs that may be entrusted to the house; while he devotes unremitting attention to the affairs of the business, and takes a laudable pride in sending out only such goods as reflect entire credit upon the establishment. This is located at Nos. 254 and 256 Canal Street, and comprises two floors; and the staff of sixty expert hands there employed is organized in a most complete manner. Mr. Graf is a gentleman in the full prime of life, and is well and favorably known, and distinctly prominent in connection with the trade.

**T**HE GILL ENGRAVING COMPANY, Photo-Engraving, E. M. Gill, President, G. M. Gill, Treasurer, Nos. 39 and 41 Park Place.—The high degree of perfection to which the typographic arts have been developed is one of the especially notable features that mark the progressive age in which we live. The advance made in the processes and methods of engraving during recent years is nothing less than marvelous, and this is true particularly of the particular branch of the art to which photography has been so successfully applied. What with discovery in the domain of chemistry, invention and improvements, the progress made in the direction indicated, is a distinct triumph of science and skill. And while on the subject under review, special complimentary notice is due here to the Gill Engraving Company, the widely known, artistic photo-engravers, of Nos. 39 and 41 Park Place, who turn out a class of work (by the Gill patented photo-electrotype process), of exceptional merit. They are by general assent the foremost exponents of this interesting and useful branch of art in the city, and the most rapidly growing, all-round engraving concern in the entire country, while their patronage, which extends throughout the United States, is fully commensurate with the well-deserved reputation they enjoy, both for character of workmanship and for promptness and reliability in executing orders. Messrs. E. M. and G. M. Gill, president and treasurer, respectively of this flourishing enterprise, are gentlemen in the prime of life, and natives of Massachusetts, but residents of New York for some years. They are young men of push and energy, as well as of unequivocal skill and ingenuity, and are, in short, thorough masters of their art in all its branches. They have been established since 1887, and the signal success that has attended their efforts from the first abundantly attests the superiority of the work executed by them, as well as the satisfaction rendered to their wide-spread and discriminating patrons. A few years ago, the Messrs. Gill originated the idea of reproducing books entire in fac-simile by photography, or, perhaps, to speak more correctly, invented and perfected the only known process by which such work has ever been done practically. The results of their invention and improvements have been immense and far reaching, and have created a veritable revolution in the book world, publishers being enabled thereby to place the Encyclopedia Britannica, bibles, medical works, law books, dictionaries, etc., on the market at materially reduced prices. Theirs is also the very best process for reproducing music, and is the only process ever perfected which furnishes an electrotype plate ready for patent blocks precisely the same as an electro direct from type. The plates have no "shoulder;" they have an even "color" throughout, and can be turned out in quantities that throw the zinc etching and other processes completely in the shade, while the cost is low. The Gill Engraving Company occupy spacious, commodious and well equipped premises, their facilities being of a very superior character, and employ from twenty-five to fifty expert hands, exercising immediate personal supervision themselves over every department. They are prepared to give estimates on all classes of photo-engraving, including designing and portraits for periodicals, mechanical drawings, "half tone" cuts and mercantile engraving generally, making a leading specialty, however, of book reproduction by their own patented photo-electrotype process, and guarantee satisfaction in every instance, while their charges are remarkably moderate, everything considered, and all orders are executed in the most expeditious manner. While this company makes a specialty of book reproduction, yet it is doing illustrated work by the zinc process as well as by the brass and copper process. They dwell especially on their gelatine type process as they originated the idea of reproducing books entire by it, and hold a patent on the same.

**J**AMES M. THORBURN & CO., Seedsmen, No. 15 John Street.—There is no commercial enterprise which adds more to the mercantile industries of a city than the firms devoting their attention to the handling of seeds. This for the reason that the seed of the land is a commodity of absolute and indispensable value to the world at large. The oldest house of this kind in the United States is that of James M. Thorburn & Co., of No. 15 John Street. This notable and world-famed firm was established in 1802, by Grant Thorburn. He was succeeded by G. C. Thorburn, who conducted the business until his death, about fifty years ago, when his son, James M. Thorburn, succeeded him. He is a native of New York, and now well advanced in years. Many years ago, the business grew to such an extent that he found it incumbent to take a partner, which he did, in the person of a sterling business man, F. W. Bruggerhof, a native of Germany. They do a national trade, and very extensive it is, their seeds being known in every quarter of the country. They carry a tremendous stock of vegetable, grass, clover, hay, and flower seeds of every variety, in order to promptly fill any and all orders. They are the owners of the building in which they are located and which is known as the "Salamander," on account of the numerous fires in its immediate vicinity, which have swept away everything on either side of it while it has always escaped with nothing worse than a scorching. As to the reputation of this great firm, Messrs. Thorburn & Co., they are noted in commercial circles for their honorable methods and sterling integrity, and well merit the large share of success to which they have attained.



**T.** A. RICHARDS, Engravers' and Ruling Machines, No. 75 Fulton Street.—Every visitor to the American Institute remembers the exhibit made there by T. A. Richards, machinist and engineer of No. 75 Fulton Street. He is the well-known agent for engraving machines, for wood, steel or stone. He established his business in 1873 and has a fine place, 40 x 90 feet, where he gives employment to fifteen persons. Mr. Richards is an American of advanced years, his business being superintended by George D. Curtis, a resident of Brooklyn and an active member of the Strong Post, No. 534, G. A. R. Mr. Richards carries \$10,000 worth of stock and does about \$10,000 worth of trade per year. His special machines are the Improved Ruling machine which he has lately remodeled. He was the maker of the Bellman machine for seven years. He also manufactures the new protection foot which makes a perfectly even tint on an even block and enables the operator to engrave the block clean to either edge, the double-order pawl which in connection with the perfection foot will run this machine equally well either way, and the graduated wave disc, by means of which the operator can turn instantly to their wave and also take a record of any work, all of these improvements are original and Mr. Richards warrants every machine. He is the sole dealer in this class of wares and consequently has a very extensive line of trade.

**D.** AVID G. RYER, Commission Dealer in Country Produce, Domestic Fruit, Etc., No. 117 Warren Street.—In connection with the trade relating to the dealing in country produce on commission, the firm of which Mr. David G. Ryer has been the talented head for the past twenty-one years, is naturally called to recollection, that being one with a total record of over half a century of trading in the produce line, and to which a special interest attaches, by reason of its gradual but never faltering development from an exceedingly humble beginning to its present very commanding and extensive trade. Originally, the business was conducted at the sidewalk of Washington Market by Mr. T. W. Ryer, and the present principal first appeared in the house as the "company" in T. W. Ryer & Co., subsequently becoming sole proprietor upon the retirement of his father in 1870. Meanwhile, premises had been occupied in Washington Market, from which a removal was afterwards made up town, and finally, in 1889, to the present eligible and commodious quarters at No. 117 Warren Street, the operations of the house in the meantime having systematically expanded until they have come to reach exceedingly large proportions; the three spacious floors, each 25 x 100 feet in amplitude, and utilized to the full for the storage of every description of country produce, domestic fruits, etc., affording substantial evidence of this, and especially when the celerity with which the constant reshipment of merchandise by the staff of from seven to ten busy employees is taken into account. Consignments of produce of varying kinds, are received with great regularity and in enormous total bulk, from clients in almost every section of the country, in consequence of the ready market the house has been found to possess, and as a tribute to its consistently honorable treatment of all who are brought into business relations with it; while its connection among dealers is scarcely less far reaching, a specially large trade being done with the southern states. Mr. David G. Ryer, who is fifty-six years of age, was born in New York, and is respected alike in its business and social circles. He commenced business at the age of twenty-two years and has had a long and prosperous career of thirty-four years in this line of business which he understands in all its details, and being very popular with both consignors and patrons, is held in the very highest esteem for his honorable and straightforward methods. He is president of the Berry Growers Association of New Jersey, and is a member of the Masonic Order, and held in the highest estimation in business and social life.

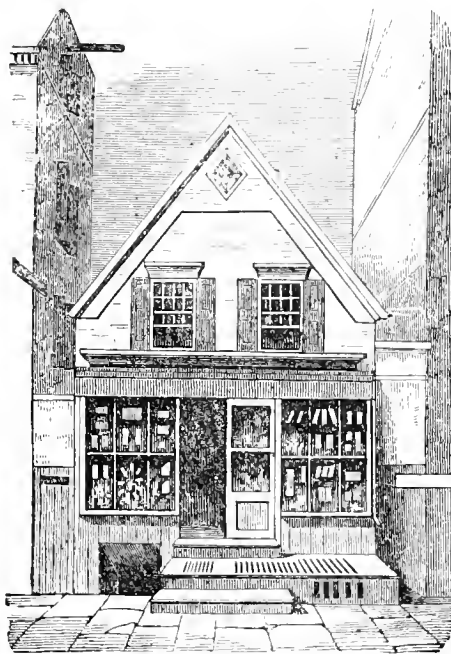
**R.** OCKFORD WATCH CO., Rockford, Illinois, J. P. Drake, Agent, No. 11 Maiden Lane.—Within a quarter of a century or so, the branch of industry devoted to the wholesale manufacturing of watches has grown from comparatively insignificant proportions to vast magnitude in the United States, and among the noteworthy concerns engaged in the line indicated in this country, there is not one that is more widely or more favorably known than the Rockford Watch Co., of Rockford, Illinois, whose New York office, J. P. Drake, agent, is eligibly located at No. 11 Maiden Lane. They manufacture some forty different kinds of watches, and their goods, which are maintained at a uniformly high standard, are not only in widespread and increasing demand in the trade throughout the entire American continent, but are exported extensively besides, to all parts of the earth, being unsurpassed in any feature of merit in their respective grades by anything of the kind on the market. The Rockford Watch Co., of which W. H. Price is president and Geo. E. Knight, secretary and treasurer, was incorporated under the laws of Illinois with a capital stock of \$300,000, and commenced business in 1874, and the New York branch was established in 1885. The factory at Rockford is a capacious and perfectly equipped plant, and upward of five hundred hands are there employed, the average daily output being about four hundred watches. The quarters occupied as office and salesroom on Maiden Lane, this city, are compact, ample and well appointed, and an efficient staff of clerks and salesmen are here employed, Mr. Drake himself exercising immediate supervision over every detail of the business. A large and complete assortment of the company's productions is constantly kept in stock here in four massive safes, and includes fine gold and silver watches in every size, style, design, grade and variety, every one of which is warranted as to make, material and accuracy as a time-keeper. All orders receive immediate attention, while the prices quoted are invariably rock-bottom figures. Mr. Drake, the New York representative of the Rockford Watch Co., is a gentleman of middle age and a man of thorough experience in this line, and was formerly treasurer of the corporation for a number of years, and has represented the company in this city for the past two years.

**E.** A. BROWN & CO., Commission Merchants, Wholesale Dealers in Fruits and Vegetables, Poultry, Game and Eggs, No. 178 Reade Street.—The remarkable development of the general produce commission interests of the city of New York during the past quarter of a century probably finds no counter-part in the history of the growth of any other branch of industry, commerce or trade in the city. Within the period mentioned scores of large and flourishing concerns devoted to the wholesale handling of fruits, vegetables and farm products have been started and the number steadily increases. A decidedly prosperous and popular house among the number referred to and justly worthy of its excellent reputation for reliable, straightforward business methods is that of Messrs. E. A. Brown & Co., commission merchants and wholesale dealers in fruits and vegetables, etc., whose ably conducted establishment is located at No. 178 Reade Street, near Washington Street, and whose business connections are of a most substantial character. This staunch and responsible house was founded originally in 1886 by Messrs. E. A. Brown and H. Greenberg, and at once developed a very large and influential trade, which is exclusively wholesale commission and extends throughout the United States. Owing to the retirement of Mr. Greenberg, January 1st, 1891, the business has been conducted under the same firm title by Mr. Brown, who prior to entering this concern, had been a prominent member of the commission house of Messrs. Brown & De Winter. The premises utilized are of ample dimensions, commodious and fully provided with every facility for meeting all the requirements of the trade, which involves the daily handling of large consignments of everything in the line of country produce, from the best producing regions of this state, New Jersey, Pennsylvania, Delaware, Maryland and other portions of the south and west, embracing choice dairy and creamery butter, live and dressed poultry, eggs, the very choicest of orchard and garden fruits, vegetables, a specialty being early southern products. A ready market is obtained for all consignments at top ruling figures for which accurate returns are made promptly, and when desired liberal advances are made. Receiving and handling only the best goods, his establishment is a noted headquarters for first-class retailers, city and summer resort hotels, restaurants and city clubs to procure their supplies. Orders by mail or wire receive personal attention and prices are always satisfactory to close and critical buyers. Mr. Brown is a wide-awake, energetic and popular dealer, a prominent member of the Mercantile Exchange, and a highly respected resident of Brooklyn.



**THE MERCANTILE PRINTING CO.**, Successors to William S. Saunderson, Book, Job and Law Printing, Nos. 58 and 60 Fulton Street.—Though the Mercantile Printing Co. only began business November 1, 1890, as successors to William S. Saunderson, who had established the house a short time prior to that date, the new organization already commands an extensive trade and must in the natural order of business affairs rapidly increase it. This is true because their establishment is most admirably equipped for the specialties in which it engages, employs the most competent workmen, and is ably managed. The printing of books is of course an exacting work, none is more so and none requires greater accuracy than must be bestowed upon law printing, where a single error may be fatal and attended with expensive delay if not with serious loss. In both of these important branches of the business the Mercantile Printing Co. justly pride themselves upon their accuracy and reliability. Equal merit is conceded their general job work, and special notice is due the padding which they do by the Johnson process. They occupy the first floor, with an area of 25 x 60 feet, where there are four first-class presses, run by steam, and an outfit of type fully equal to every demand of the trade. They employ twelve competent men and are doing a general trade such as many an older house has failed to secure. Mr. Saunderson, who founded the business at No. 256 Pearl Street, and still manages it at the present location is a live, energetic, honorable and straightforward business man.

**JOSEPH BAIERLEIN**, Successor to John Riegelmann, Flour Merchant, No. 48 Front Street.—With a standing of over twenty years, the responsible house of Mr. Joseph Baierlein, jobber in flour, meal, lard and general bakers' supplies, of No. 48 Front Street, now controls a most extensive connection, reaching to all parts of this city and the adjacent commercial centers, among such representative patrons as first-class bakers, confectioners, hotels, restaurants, etc. This liberal measure of support has been accorded the firm by virtue of the reliability of its goods, their consistent cheapness and its ability to supply a full line of bakers' supplies, including every possible requisite for the better and larger establishments. Moreover, the firm's long connections with the best growers and raisers in the country, and the heavy consignments purchased at a time, enable it to ensure to its patrons a steady and consistent supply, at terms and prices, which even the largest and oldest houses find it difficult to duplicate; while those not possessing



CRADLE OF AMERICAN METHODISM.—WILLIAM ST.

the fullest advantage of long experience and enterprise, are quite unable to compete. The business was initiated in 1870 by Mr. John Riegelmann, who was succeeded five years ago by Mr. Joseph Baierlein the present sole proprietor; who has since conducted the enterprise in his own name. The extensive trade now at the command of the house, aggregating thirty or forty thousand barrels annually, necessitates the maintenance of premises, at the location indicated consisting of five floors, each 25 x 100 feet in superficial area; used as office, store and sales-room; all of which are fitted in the most convenient manner for facilitating the receiving, storing and dispatching of the heavy lines of goods handled, a large stock of which is always on hand and ready for immediate delivery. Mr. Baierlein is a member of the Produce Exchange, and possesses a ripe experience in this line extending over fifteen years of practical working. He is a native New Yorker, and a prominent figure in the business world.

**CRONK & CO.**, Importers and Manufacturers of Fine Cloaks, Etc., No. 79 White Street.—If the American ladies are the most neatly and tastefully dressed in the world, as is conceded by all intelligent travelers and foreigners, it is in no small degree owing to the fact that those industries engaged in producing their garments have attained such a remarkably high degree of perfection as compared with almost any other branch of commercial industry. The wholesale manufacture and trade in these goods have long been centered in New York, and one of the houses engaged in a special branch of this business that has been foremost in promoting the standard of elegance in dress, in ladies cloaks and similar garments is that of Messrs. Cronk & Co., which is centrally located at No. 79 White Street. This widely known, prosperous and ably conducted establishment was founded originally in 1881 by Mr. N. Bliss at No. 55 Franklin Street, and was conducted by him with eminent success and ability until 1884, when it passed into the control of Mr. W. H. Cronk, under the present firm title, and during his vigorous and enterprising management has always maintained the highest of reputations in consequence of its high-class, artistic and fashionable productions, and for honorable and reliable treatment of customers. The present location has been occupied for some time and comprises two entire floors, each 25 x 100 feet in dimensions, easy of access to customers and admirably fitted up with special reference to both business and manufacturing purposes. The factory is under his immediate personal supervision and none but the most skillful designers and experienced hands are employed, there being a force of two hundred and fifty constantly engaged in and out of the establishment in order to meet the demands of his trade, which extends to all parts of the United States, and is constantly increasing in volume and importance. In the showrooms will be found at all times a full and complete assortment of everything in the line of ladies' cloaks, jackets, sacques, dolmans, and every kind of outside manufactured wrap, all of the very latest and most fashionable styles, which upon inspection reveals the fact that they are made of the very best productions of foreign and domestic looms, elegantly and suitably trimmed by the most skillful designers and workmen, while the finer grades are fully equal in all respects to the same class of goods made to order by ladies' tailors. A full and choice assortment of foreign goods of his own importation is also carried which are unsurpassed in quality of material, finish and workmanship. Buying materials in large quantities direct from the manufacturers on terms which the smaller competitors cannot command, and having special facilities for the production of his garments, and withal confining himself to the manufacture of a superior line of goods he is in a position to give to the trade exceptional advantages. To these facts are due the progress and development of the really fine class of business he enjoys. Mr. Cronk is a native of Newburgh, this state, and has been a resident here for many years. During the late war of the Rebellion he served his country for four years in the 127th Regiment New York Volunteer Infantry and 103d Regiment U. S. C. T. Infantry, and is a prominent and highly esteemed comrade in the Grand Army of the Republic, Department of New York.

**CLIMAX STOPPER AND BOTTLE COMPANY, No. 46 Murray Street.**—The recent patents, improvements and developments that have been introduced into the manufacture of bottles, stoppers, etc., have led to the formation of several influential undertakings during the last few years; and one of the most representative enterprises of this kind in New York is the Climax Stopper and Bottle Company, located at No. 46 Murray Street. This institution was initiated as a duly incorporated company, under the laws of the state of New York, in May 1890; the officers, both well known for their enterprise, business ability and high principles of mutual trading, being Mr. C. T. Nightingale, president, and Mr. L. H. Wilson, secretary and treasurer. The company has secured the sole right of manufacture for a number of styles of bottles and patent stoppers, whose efficacy, durability and simplicity have secured for them a large and widely extending sale. The trade of the concern, which is strictly at wholesale, now reaches to all parts of the United States; the lines dealt in being very heavy and lying with some of the largest users in the country. The company have a big storeroom on West Street, where an immense stock of their manufactures is always kept, from which the largest orders can be filled without delay. At the premises on Murray Street, which consist of a floor 30 x 50 feet in dimensions, used as office, workshop, etc., six efficient helpers are steadily employed; the fittings and general appointments being all of the latest pattern and embracing every convenience for the due prosecution of the large trade conducted. A traveling salesman watches the company's best interests on the road, and contributes largely to the steadily increasing volume of orders; which reach the company from all parts. Mr. Nightingale, the president, was born in Pennsylvania. He is a resident of this city, and is a member of the F. and A. M. and the Crescent League; Mr. Wilson, the secretary and treasurer, is a native of this city.

**DATTELBAUM & FRIEDMAN, Manufacturers of Fancy and Diamond Rings, also Plain Rings, No. 4 Maiden Lane.**—Among the many special lines into which the manufacturing jewelry business has been subdivided none is of greater importance, as regards the amount of capital involved, the number of hands employed, or the volume of its trade than that of ring manufacturing. The leading house engaged in this special branch of trade in this city and one which has achieved a remarkable degree of success, is that of Messrs. Dattelbaum & Friedman, No. 4 Maiden Lane. This flourishing business was established in 1874 by Messrs. William Dattelbaum and Isaac Friedman, both natives of Austria, who have resided in this country for twenty-one years. They are thoroughly experienced jewelers and by devoting their whole time and attention to one branch of the business and making their special line of goods the very best manufactured they have succeeded in building up a very large trade which now extends to every portion of the country. They manufacture and sell to the trade fancy and diamond rings, also plain rings in great variety. Their premises, which are 25 x 100 feet in dimensions, are well arranged and equipped and thoroughly adapted for the purposes to which they are devoted. The office is handsomely fitted up, and the workshop, which is supplied with all the most modern facilities, gives employment to forty skilled workmen. Three courteous and experienced travelers represent the interests of the firm on the road. Owing to the exceptional facilities enjoyed by Messrs. Dattelbaum & Friedman and their intimate knowledge of the requirements of the trade, they are enabled to offer unusual advantages to customers, and business relations once entered into with them are sure to prove pleasant, profitable and permanent.

**UNION PEARL WORKS, S. L. & J. H. Lawles, Proprietors, No. 116 Walker Street.**—Renowned from one end of the country to the other, and notably one of the best equipped of its kind, is the Union Pearl Works, of which Mr. S. L. and Mr. J. H. Lawles are the proprietors, the former gentleman having initiated the now flourishing enterprise thirty years ago, and the latter, his son, having been admitted to partnership ten years ago. The prominent and successful firm manufactures, not only on a large but on a most comprehensive scale, it having an extensive trade with jobbers in all parts of the country for pearl buttons, and sleeve and collar buttons, in a great variety of sizes and shapes, while the demand for its pearl jewelry is scarcely less notable. These two leading branches, however, by no means complete the list of its productions, which include pearl and ivory pistol handles, pencil barrels, penholders, non-conductors, pearl scales of great delicacy of construction, table knife handles, either plain or highly ornamental, thin pearl, and a great multiplicity of pearl shapes for inlaying. The factory, which is at Brooklyn, consists of a four-story building, 60 x 80 feet in size, where the most ingenious facilities are provided for the manufacture of each of the numerous kinds of goods described, while those of a more staple character among them are turned out at a high rate of speed, and at a correspondingly low cost, which enables the house to defy rivalry. So well is this understood among large and well-informed purchasers, that the demands upon the resources of the house are such as to give steady employment to three hundred trained operatives. The headquarters in this city are at No. 116 Walker Street, where a very large, complete, and truly representative stock is carried. Of the two partners, Mr. S. L. Lawles is a native of England, and Mr. J. H. Lawles, of this city, and it is not too much to say of them that they are among the most prominent men in their line in the United States.

**PEEK & VELSOR, Wholesale Botanic Druggists, No. 9 Gold Street.**—An old, time honored and representative house of this city in the wholesale botanic drug trade is that of Messrs. Peek & Velsor, located at No. 9 Gold Street. This extensive business was originally established as far back as 1840, and the house has long occupied a position in the front rank of the oldest and best known concerns in its trade. The premises at the above address consist of an entire four-story building 25 x 100 feet in surface dimensions, which is systematically arranged and supplied with all the modern business conveniences and facilities. Here is to be found everything in the line of botanic drugs of which a large, comprehensive and complete stock is carried, including the choicest imported and domestic productions in this line. Through the medium of an old established house and a widely extended trade these staple goods find their way to all parts of the country, the voluminous general business giving employment to a goodly force of experienced clerks and salesmen. Mr. J. A. Velsor is at present sole proprietor of the business by reason of Mr. Peek's decease in May 1886. Mr. Velsor is an apt type of the active, progressive and able New York merchant and no business man in the city is better known or more highly respected in trade circles.

**CALIFORNIA VINTAGE COMPANY, George Hamlin, President, Frank P. Mills, Secretary and Treasurer, No. 21 Park Place.**—Our Californian wines which have attracted so much prominent notice within the last few years, are, in common with most other articles handled in the liquor traffic, adulterated and tampered with by a number of wine merchants, but there are several establishments where the genuine, pure juice of the California grape, properly matured can be procured and none better in this respect than the California Vintage Company located at No. 21 Park Place. This undertaking was founded in 1883 as a duly incorporated body under the laws of the state of New York, its officers, both gentlemen of wide repute for their ability, enterprise and sound business direction being Mr. George Hamlin, president, and Mr. Frank P. Mills, secretary and treasurer. The popularity which has been accorded this enterprise is in itself sufficient evidence of the public appreciation of the company's best endeavors to sell an absolutely pure wine at a consistently low price. They are now doing a very flourishing and fast increasing trade. Ten or more competent assistants are steadily employed in the various branches of the business and duly accredited agents represent the company's interests in every principal city throughout the country. The premises at the location indicated consist of a floor, basement and sub-basement, each being 30 x 100 feet in dimensions, comprising office, salesroom, warehouses, etc., being fitted with telephones and every facility for the due prosecution of the large trade carried on, the warehouse containing a very fine assortment of every kind of California wines, well matured and ready for immediate consumption. Mr. Hamlin, the president, is a native of California, Mr. Mills the secretary and treasurer is a New Yorker by birth and a nephew of the well-known capitalist D. O. Mills.

**CHARLES MORNINGSTAR & CO.**, Starch, Essential Oils, Etc. No. 48 Park Place.—Significant of what may be attained by able and energetic business men confining their attention exclusively to a particular staple commodity, is the abnormal success which has attended the enterprise of Charles Morningstar & Co. whose specialty is the handling of starch. The concern was initiated by Mr. Charles Morningstar, in the year 1851, and Mr. J. Morningstar, the present proprietor, succeeded to its control in 1881 upon the decease of its founder. The location of the business is No. 48 Park Place, where it has elegant offices and spacious sample rooms, with a total floor space 25 x 100 feet in extent. Here may be found the best grades of starch of varying properties to suit all markets, from Italy, France, Germany, England, Australia and other sources of supply, the firm importing direct and thus securing the best of starch products at the lowest market rates; they also deal in all makes of domestic starch, south of France products and essential oils. The advantage it thus secures it shares liberally with its customers, and thereby facilitates the work of the five traveling salesmen it has upon the road, who find no difficulty in obtaining orders for their old-established and reliable house in all parts of the United States. In addition to this corps of traveling salesmen the house is represented by resident agents in Boston, Cincinnati, and Chicago, and through these dual sources secures an immense volume of business, for the handling of which it has an efficient staff of clerks at its offices, show rooms and warehouses. Mr. J. Morningstar is a young man of Brooklyn birth, who has resided in this city for four years and is full of business, he being a member of the Norwood Manufacturing Company as well as the active and controlling head of his own business.

**JOHN PEIRCE**, Granite, No. 826 Temple Court, No. 5 Beekman Street.—The marvelous growth and development of the building interests in and around New York during the past few decades has been altogether unprecedented, and, as a corollary, a corresponding demand has been created for granite, the quantities of which used in the metropolis and environs annually reach vast magnitude. The amount of Maine granite alone handled in this city through agents is something enormous, and grows apace with years. Among those contributing most extensively to the run of commercial activity in the line here indicated, there is, perhaps, not one who is better known or stands higher in the trade than John Peirce, whose office is located in Temple Court, (Room No. 826) No. 5 Beekman Street. He represents the Bodwell Granite Company, Rockland, Me.; the Hallowell Granite Works, Hallowell, Me. and the Mount Waldo Granite Works, Frankfort, Me., and does an exceedingly large business, his total annual sales reaching a handsome figure. Mr. Peirce, who is a gentleman of middle age and a native of the state of Maine, is a man of thorough experience in this line, as well as of energy and entire probity of character, and during the ten years he has been established in business in New York has been notably successful. Mr. Peirce is prepared to furnish estimates on all classes of rough and dressed granite, and can execute the largest orders at short notice, while the prices quoted are exceptionally low, the most substantial inducements being offered to builders and contractors. Mr. Peirce supplied the granite for the Metropolitan Museum of Art, the new post office, Brooklyn, the Washington Bridge, the Methodist Book Concern and many other handsome structures in this city and suburbs, also for the Carnegie Library, Pittsburg, and the Erie County Savings Bank, Buffalo.

**THE WILLARD METAL COMPANY**, Manufacturers' Agents, Clocks, Bronzes and Fancy Brass Goods, Rogers' Silver-Plated Ware—No. 232 Canal Street.—A very eminent trading concern in this city is that founded a few years ago under the trading title of The Willard Metal Company and incorporated in 1889, with Mr. S. H. Willard as its president and treasurer, and Mr. Thomas C. Lapham as its secretary, the former of these two gentlemen having been associated with one of the largest manufacturing concerns in Waterbury, Connecticut, for nearly thirty years, and possessing a very versatile and thorough knowledge of trade. This relates to the handling of a variety of goods traded in by installment houses whom the company supplies at wholesale in all parts of this country and abroad, such merchandise as clocks, bronzes, fancy brass goods, Rogers' silver plated ware and brass and iron bedsteads being among the principal. The firm furnishes at factory prices clocks manufactured by the E. Ingraham Clock Company, of Bristol, the New Haven Clock Company, of New Haven; the Ansonia Clock Company, The E. N. Welch Manufacturing Company, Forestville, Conn. and a number of other eminent manufacturing houses. Thus it has facilities for procuring its supplies from the best sources, at rock-bottom figures, and consequently of offering great inducements to business, with the result that the trade commanded is of a correspondingly extensive character. The premises occupied for this prosperous and well-directed business have a frontage on Canal Street of 20 feet, and a depth of 75 feet reaching to Walker Street, the store being conspicuous for its very handsome display of the kinds of goods specified, while the basement is filled with a heavy and always carefully replenished stock, and orders are filled with the utmost promptitude.

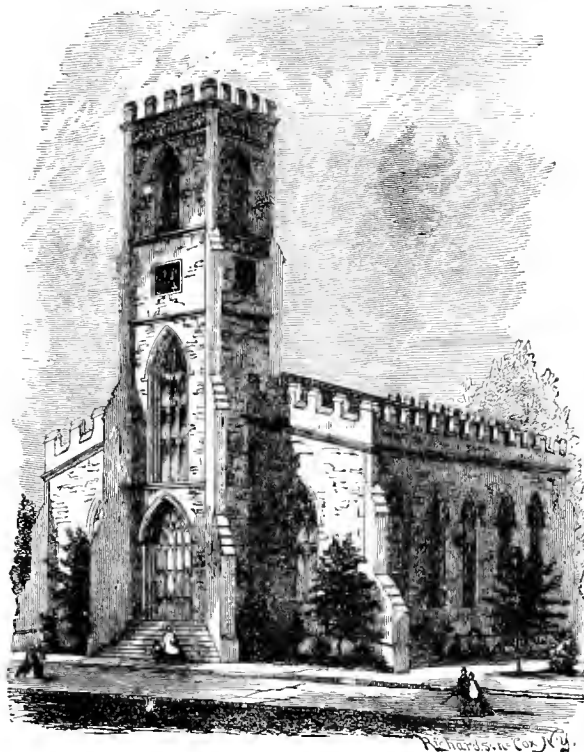
**HUETHER & CO.**, Blank Book Manufacturers, No. 120 William Street.—In the blank book manufacturing industry more than others a combination of skillful and expert workmanship with the use of the best materials is essential, and in this connection the name of Messrs. Huether & Co. is forcibly presented to the mind of well-informed purchasers of such goods, the firm in question having not only incorporated the features referred to in all their work in a marked degree, but having also given close and intelligent study to the most difficult problems connected with the trade, with a success that has brought fame to the firm itself, and has conferred great benefits upon its patrons. The important task which the ingenious head of the firm set himself to accomplish was the obviolation of the defects arising from the use of parchment bands, which fail to stand the strain of constant use, especially in banks and other mercantile establishments where large and weighty books are used. The experienced and technical knowledge which Mr. George Huether brought to bear could scarcely fail to result favorably, and, in actual fact, allied with his patient and persistent experiments, did result in a complete and phenomenal success; and his improved method of binding, for which he was granted a patent in June 1887, has marked a new departure in blank book making which is greatly appreciated by commercial and mercantile houses. A detailed explanation of the method of manufacture would necessitate the embodiment in this article of a complete patent office specification, but the simple statement that by the forming of the covers in two thicknesses of pasteboard—the outer thickness being less in width than the inner—and connecting these respectively to the spring back and to the leaves by flexible connections, those who have not yet had an opportunity of examining Mr. Huether's book, will at once understand that the volumes may be opened with the leaves quite flat, with a greatly minimized strain, both upon them and upon the binding. Having so far attained his object the inventor devoted his attention to the perfecting of the leaf connection, and introduced a band composed of many strong hempen cords of uniform gauge, woven together by means of fine threads, and the great flexibility of this, together with its extreme strength, renders the system of binding in its entirety so valuable that it should at an early date quite revolutionize the blank book making trade, so far at any rate, as the manufacture of the larger and most costly volumes are concerned. This prominent firm, whose business location is at No. 120 William Street, was founded by Mr. George Huether in 1863, and continued under his skilled proprietary management until 1887, when Mr. Chas. Deitsch and Mr. Chas. Jonach were admitted to an interest, and the founder retired in favor of his son, Mr. Wm. F. Huether. In 1888, he again entered the business, his son this time giving place to him, and the firm now has a factory at No. 589 Kent Avenue, Brooklyn, where the patented fabric band is manufactured under the patentee's own immediate supervision, as well as its premises in New York at the address named, which consist of a floor 25 x 100 feet in amplitude, fitted up with a plant of the most suitable kind valued at \$5,000, the machinery being actuated by electric motors, and twelve expert workmen regularly employed. As the merits of Mr. Huether's invention steadily become more widely known the demand for his patent band increases, and it also results in the continued expansion of the firm's book binding trade. Mr. George Huether is of German birth, has resided in this city for thirty-eight years, and is known as one of the most progressive of practical, master book binders, while his partners, who are both native born New Yorkers, fully share with him the credit thus reflected upon the house.

**R**ALPH B. COOLEY, American Toys, Salesroom, No. 229 Broadway.—Few persons outside those immediately concerned have any thing like an adequate idea of the extent of the wholesale toy trade in this city. The growth of the important branch of mercantile activity indicated has been especially notable during the past decade or two, while the volume of business grows apace. The quantities of playthings sold here in New York in the course of a year through the medium of agents representing out of town manufacturers is something enormous, and represent in the aggregate many millions of dollars. Among the number engaged in the line just indicated, there is, perhaps not one who is more widely or more favorably known in the trade than Ralph B. Cooley, whose office and salesroom are located at No. 229 Broadway, and than whom few, if any, enjoy a more substantial business connection. He handles American toys exclusively on commission, and is sole agent for the following: Noble & Cooley manufacturers of drums, banjos, zithers, tambourines and other musical toys; W. S. Reed Toy Co., manufacturers of black boards, wood toys and novelties; D. L. Belden & Co., manufacturers of whips; Samuel Kirby, manufacturer of boys' driving reins, toy bells, rattles, etc.; Hamilton & Mathews, manufacturers of dolls, metal beds; Wilkins Toy Co., manufacturers of iron horse toys, trains, stores, etc.; Stowell Mfg. Co., manufacturers of tables, desks, chairs, bureaus; Greene & Wood Mfg. Co., manufacturers of ten pins and parlor croquet; Merriam Mfg. Co., manufacturers of mechanical locomotives and trains; Coughlin Blotter Co., manufacturers of tennis sets, and several other manufacturers. Mr. Cooley, who is a gentleman in the prime of life, was born in Massachusetts, and has resided in this city a number of years. He is a man of energy and enterprise, thoroughly conversant with the wants of the trade, and is, in short, well endowed with the qualities that bespeak success in commercial life. He has been established since 1875, and from the start has been signally successful, building up an extensive business connection throughout the United States, while he exports quite largely also, to Mexico, South America, England and Australia. Mr. Cooley occupies commodious quarters at No. 229 Broadway, where he keeps on hand always a full and fine assortment in samples and employs an efficient staff of clerks and salesmen, with several representatives on the road besides. He is prepared to execute orders for anything in the lines above indicated at manufacturers' prices, quoting exceptionally favorable terms to jobbers and big wholesale dealers, and persons having business transactions with this gentleman are certain to find the same both pleasant and profitable.

**G**EO. W. NICHOLS & CO., Manufacturers of Havana Cigars Exclusively, No. 128 Chambers Street.—Distinctly notable among New York's representative cigar firms is that of Geo. W. Nichols & Co., whose office and salesroom are located at No. 128 Chambers Street, with factory at Key West, Fla. They are manufacturers of Havana cigars exclusively, and have an immense business, their goods commanding an extensive and constantly increasing sale all over the United States, selling to jobbers and dealers from the Atlantic to the Pacific and from Maine to Texas. The house is one of the oldest as well as one of the largest and most reliable concerns of the kind in the entire country, and for close upon half a century has been a prominent factor in the trade. The goods turned out have always been maintained at a uniformly high standard and are noted for their absolute purity, choice flavors, finish and general excellence, being not, in fact, surpassed in any feature of merit by any productions of the kind on the market. Only carefully selected, thoroughly prepared, superior quality Havana leaf is used by the firm, who import the same direct from Cuba to Key West, while none but expert workmen are employed in the manufacture of these cigars, exceptional care being exercised in every detail from the selection of stock to packing. The factory is very large and completely equipped, and employment is there furnished to upward of one hundred and fifty hands, the output being about 150,000 cigars per week. The quarters occupied on Chambers Street, this city, are commodious, ample and well appointed, and an efficient staff of clerks and salesmen are here employed, with four representatives on the road, besides. An extensive and first class assortment is always kept on hand, including pure Havana cigars, both in finest and medium grades, and all orders are filled in the most expeditious and trustworthy manner, while the prices quoted are invariably the lowest figures consistent with quality of tobacco and character of workmanship, the firm being manufacturers of the following justly famed brands of cigars:—"Solace," "Mi Orgulla," "El Bey Cubano," "La Belle Serana," "Ma Coronella," "Nueva Vida," "Flor de Ella," "La Corona de Diamantes," "El Flor De Las Lomas," etc. This flourishing business was established in 1845 by Chas. L. Nichols, and some years later passed into control of his son and successor, the senior member of the present firm. Mr. Henry, son of the present head of the house, and Mr. Francesca Perez acquiring an interest in the concern some thing over a year since.

**T**HE HIGLEY SAWING AND DRILLING MACHINE COMPANY, Makers of Hand and Power Metal Sawing Machines, No. 129 Worth Street.—The vast increase in the use of iron and steel in the construction of houses, roofs, ships, bridges and other mechanical purposes requiring the close fitting and connecting of joints, has led to the invention and manufacture of a variety of tools and implements for the manipulation of metallic substances, and in no country in the world has better results been attained in this direction than in the United States. This has been largely the result of the age towards specialties in manufacturing, by means of which houses confined to the production of one or two articles or pieces of mechanism have reached a higher degree of excellence than those producing many different kinds. A most excellent illustration of this is to be found in the prosperous and ably conducted establishment of The Higley Sawing and Drilling Machine Company of which Mr. W. B. Williams is president, and Mr. O. F. Browning, treasurer and business manager. This company was incorporated in 1888 for the special purpose of manufacturing machines for cutting rails and metals of all kinds under the patents of Mr. E. N. Higley, which have become celebrated throughout the entire iron and steel working industries in the United States and the range of the company's patronage now extends to all parts of the country and is constantly increasing. The sawing machines made by this company are acknowledged, by all familiar with metal cutting tools, to be the most compact, light, durable and efficient that have been placed upon the market. These machines are made of various sizes and capacities, from a small hand machine to the large table machine for bridge and foundry work, and are indispensable to the machinist, contractor, builder, and workers in iron and steel as a cutting off tool. The work done by these saws is far superior to that of the ordinary lathe, in this that the cut is perfectly clean and smooth, leaving the ends true and faced, while if it is desired to cut at an angle the machines are adapted for such a purpose. For sawing mitres and angles, at less than 45° these machines are invaluable. The Hand Rail Saw made by the company has become celebrated, and is endorsed and used by all the large systems of railroads throughout the country. The success attained by this rail saw induced the company to apply the principle to larger cutters, and, step by step, the invention has been applied to the various sizes of machines, until now all classes of work and any size section of metal is readily cut. The principle upon which these machines are built is a novel one, fully protected by patents here and abroad, and consists in applying the driving power to the revolving blade at the point of resistance that is at, or in close proximity to the cutting edge. This is done by means of slots in the blade just under the teeth, into which the teeth of the sprocket wheel enter as it is revolved by the gearing from the main shaft. By this invention a blade not over one sixteenth of an inch in thickness can be drawn through the hardest and largest sections of metal without damage to its cutting capabilities. The blades are made of hard, finely tempered steel, hollow ground, and are capable of making from eighty to one hundred and fifty cuts without sharpening. The power table saws have cut, without undue forcing an I beam, four by fifteen inches, in eleven minutes, and a sixty-five pound rail of New York Central Railroad steel can be sawed in two pieces in five minutes by the same machine. A distinctive feature in the machine of this company is the light power required to operate them. By hand power alone, shafting of two inches in diameter and piping up to three inches can be cut at the speed of one inch per minute. In a word there is no invention in use in the iron trade that excels it in construction, durability and efficiency. The company enjoy the highest confidence of all with whom they have any dealings. Correspondence is solicited, and all inquiries will receive prompt attention.

**S.** WEIL, Manufacturer of Fine Shoes, No. 80 Warren Street.—The superior excellence that has been attained in the production of boots and shoes by our manufacturers, is due, in a very large extent, to the improvements made in shoe machinery. Any invention in this connection is sure to be eagerly taken up by our manufacturers, if only it is available as a means to lessen the cost of production, and improve the excellence of the work. A progressive house that has taken advantage of all these devices, and has built up a large trade as well as an enviable reputation for the unexcelled excellence of its products, is that of Mr. S. Weil, of this city, whose factory and salesrooms are at No. 80 Warren Street. The business of this concern was founded twenty-two years ago by the Weil Brothers, continuing under their joint control up to 1887, when Mr. I. Weil died and Mr. S. Weil became sole proprietor. The Weil shoes have become popularly noted for their many superior qualities, and they are shipped in large quantities as far west as the Mississippi, and all throughout New England and California. The premises occupied consist of four floors, each 25 x 125 feet in dimensions, and the mechanical departments are equipped with the most improved shoe machinery operated by steam-power, and employment is furnished a large force of hands. The products comprise ladies', misses' and children's fine shoes, hand and machine sewed and hand welt. Some fifteen hundred pairs of shoes are turned out weekly. All orders of the trade are promptly filled, and those of our readers who have not already done so are recommended to try a pair of Weil's shoes for comfort, style and durability. Mr. Weil is a native of Germany, but has resided in the United States forty years, ten years in Massachusetts. He is an expert, practical shoemaker, and being a most progressive, enterprising business man, the secret of his success is thus made manifest.



CHURCH OF THE STRANGERS, MERCER STREET.

**A**NGLO-SWISS CONDENSED MILK COMPANY, G. F. Corbière, Manager, Office No. 82 Hudson Street.—Although a comparatively young industry, yet the manufacture of condensed milk has developed to vast proportions and immense operations are to-day carried on in this line. The largest concern in the world engaged in this line is the Anglo-Swiss Condensed Milk Company, of Cham, Switzerland, with branches in London and New York and factories located in Cham and Guin, Switzerland; Lindau, Bavaria, Chippenham, Aylesbury and Middlewich, England; Middletown, New York and Dixon, Ill. The business of this now world-wide known house was founded in 1866, in a small frame building, but owing to the enterprise and push brought to bear in the management and above all, superiority of the products put up, success was assured from the outset, the business grew apace, and the facilities had to be increased accordingly. In 1881 the present extensive works in Cham were built. They comprise some thirty brick buildings, admirably equipped in all the various departments. There are also model cottages for the occupancy of the employees. The other factories, located as above given, are all fitted up in a like efficient manner. The company employ some nine hundred hands, manufacture all their tin cans, use the milk from 18,000 cows and have a productive capacity of 100,000,000 one pound tin cans of condensed milk yearly. The brands made are the Swiss, Milk-maid, Rose, Bell, Full Weight, Tip Top, Ten Cent, Cocoa and Milk and Chocolate and Milk. This milk is the purest and best condensed milk in the market and is of especial value for infants, making the healthiest and most nutritious food possible. It is of equal value for table and culinary purposes, and will, at no distant day take the place of crude milk, in the principal cities of America. Already a large business is done in plain condensed milk which is supplied to families by the regular milkmen, who obtain their supplies from this company. The New York office was established ten years ago. Mr. George H. Page, one of the founders of the company and general manager of its business, is a native of Lee County, Ill., has had twenty-five years' experience in his present line, and is a business man of untiring energy, push and enterprise. The resident manager here, Mr. George F. Corbière, is also thoroughly conversant with the requirements of the trade in which he is engaged, having spent thirteen years in the business with this company. He is a member of the Lafayette Post No. 140, G. A. R., having served in Company B, Seventh regiment, N. G. S. N. Y., and is very popularly known in the community. The premises occupied as warehouse is a seven-story and basement building, 25 x 100 feet in dimensions. A very heavy stock is carried and all orders received from the trade are promptly filled.

**G**EORGE TONKIN, Manufacturers' Agent, No. 132 Duane Street. The fact that a considerable proportion of the shoe retailers of New York and the adjacent territory are to-day handling the fine shoes manufactured by the famous house of Baldwin & Lamkin at their factory, at Milford, Conn., must, in fairness, be ascribed largely to the intrinsic merits of the goods themselves, and to the relatively low prices at which they are supplied to the trade; but the great increase in the bulk sold within the past year is, in itself, substantial testimony to the business aptitude of Mr. George Tonkin, of No. 132 Duane Street, he having been invested with the duties as New York manager one year ago, when the branch office was opened. He is a gentleman with an intimate knowledge of the trade, and a ripe business experience generally, having been for seven years salesman in the noted silk house of Brainard & Armstrong. The salesroom at the address named is on the second floor, and is 25 x 100 feet in size, thus giving excellent accommodation for the heavy and complete stock of fine and medium shoes regularly carried. It is worthy of note that the firm represented was founded as long ago as the year 1855, and has a connection which covers the whole of the United States. Yet the total volume of business which gravitates to the industrial establishment is sensibly increased by the large trade influenced from this city, a task in which the principal is assisted by an alert and experienced traveling salesman. Mr. Tonkin, who is also selling agent for Lamkin & Foster, is a young man of New Jersey birth, and now a resident of Brooklyn, N. Y.

**H**ENRY NUNGESSER, Grass Seeds, Wholesale, No. 65 Pearl Street, Near Broad Street.—The trade in grass seeds is one of the oldest and most important departments of commerce in New York, and it has ever filled a niche that has proved a valuable factor in advancing the business fame and development of the community. The most prominent house engaged in this trade, and one whose operations exceed in volume any of its contemporaries, is Mr. Henry Nungesser, whose business quarters are situated at No. 65 Pearl Street, near Broad Street. He has been established for the past fifteen years, and within the period which has since elapsed, has developed a very large patronage, and a connection of the most favorable and influential character with producers and shippers throughout the country, and possesses facilities of the most complete character for promptly supplying all the demands of the trade. The premises occupied for the business comprise a five-story warehouse, 25 x 100 feet in dimensions, which is systematically and conveniently arranged throughout. An immense stock is carried of clover, timothy and other grass seeds, all of the best quality, and the largest orders are promptly and satisfactorily filled at shortest notice. The extent of the trade demands the handling of some fifty thousand bags and boxes of seeds every year. The trade of the house extends to all parts of the United States, Canada, Europe and Australia, shipments being made of from six hundred to eight hundred bags at a time. The reputation of the establishment is permanently secure, and goods ordered from it can be depended upon to be strictly reliable. Mr. Nungesser is a native of Germany, but has resided in New York for the last seventeen years. He has become prominently identified with the business community, and is known and highly regarded as a representative, upright and progressive merchant.

**K.** M. ALYANAKIAN & CO., Oriental Carpets, Etc., No. 352 Broadway.—A firm well worthy of prominent mention in this work, is that of Messrs. K. M. Alyanakian & Co., makers and direct importers of antique and modern Oriental carpets, rugs and hangings, situated at No. 352 Broadway, if only for the excellent quality of the goods they handle. This business is conducted strictly at wholesale, and the permanent patronage now accorded the firm extends to all parts of the United States, among dealers, jobbers, retailers and other large consumers. The special facilities at the command of the house have been the direct cause of its attaining to the leading position in the business, which it now occupies. This enterprise received its inception in 1882, the two partners being Mr. K. M. Alyanakian and Mr. H. S. Taushanjian, and the modus operandi consists in Mr. Taushanjian attending to the selling branch of the business in this city, and Mr. Alyanakian to the buying in Turkey, and superintending the making of the special sizes in Smyrna, and shipping direct to the house here. By this means, they are enabled to place before their patrons the newest and highest class of Oriental carpets, rugs and hangings, in this market at any time, and the excellence of these articles, their richness of artistic design, their beautiful blended colors and tints, and the superior quality of the fabrics of which they are composed, at once recommend them to purchasers, and impress the most casual observer with the high character of the firm's imports. A handsomely assorted stock is always kept on hand at the premises above referred to, which consist of a floor, 35 x 100 feet in dimensions, used as salesroom and store, being admirably adapted to display to the best advantage the elegant and rich drapings and textile furnishings which are here on view, three competent assistants being employed on the premises. Mr. Taushanjian is a native of Constantinople, now about twenty-eight years of age, and has resided in this city for the past eight years; while his worthy partner, Mr. K. M. Alyanakian is also a native of Turkey, where he resides permanently.

**H**INDLE & WRIGHT, Machinists, Printing Presses, Paper Cutters, Book-folding Machinery, Etc., No. 22 Beekman Street.—Among the young firms of machinists, who are rapidly forging to the front with all the push, vim and thorough knowledge of their class of trade is that of Hindle & Wright. The firm are machinists and dealers in printing presses, paper cutters, book-folding machinery, hangers, pulleys, shafting and bookbinders' machinery in general. The premises occupied are at No. 22 Beekman Street, on the second floor. Their specialty is the fitting out of printers, etc., with all the requisite machinery, and putting the same into motion. They also handle second hand machinery in their line, and are already well known for their skill in repairing and reconstructing machinery. The members of the firm are both active young men, W. E. Hindle being twenty-eight years old, while Mr. W. J. Wright is thirty-three. The former brings to bear the accrued experience of ten years' knowledge of the business, which he combines with the nineteen years' practicable experience of Mr. Wright. The former was born in Philadelphia, Pa., and came to this city in 1889, while Mr. Wright is a native of New York. On Nov. 1, 1890, the two gentlemen established the present business, and the wisdom of this move is at once apparent. Their shop is fitted out with the latest improved steam machinery, and their devotion to business has won them an enviable place in the city and vicinity. Apart from their business connections, the members of the firm are prominent figures in business and social life. Mr. Wright is a prominent member of the Knights of Pythias, and also the Wranglers' Club of Harlem, while Mr. Hindle, is a member of the order of American Mechanics, and stands high among its prominent members.

**T**ATHAM & BROTHERS, Manufacturers of Patent Finish American Standard Drop Shot, Improved Chilled Shot, Buck Shot, Bar Lead, Sheet Lead, Lead Pipe, Tin Lined Lead Pipe, Block Tin Pipe, Nos. 82 and 84 Beekman Street.—A department of industry that has long been successfully prosecuted in the United States is that of the manufacture of shot, lead pipe, and kindred products and the domestic goods in this line are unsurpassed by those of European production. The leading concern engaged in this industry is that of Messrs. Tatham & Brothers of this city, whose establishment is located at Nos. 82 and 84 Beekman Street. This house has been in operation for upward of half a century, during which lengthy period it has achieved a very enviable reputation for the superiority of its products and built up a trade that extends to all sections of the United States. The firm's premises comprise a fine six-story fire-proof iron building, having dimensions of 50 x 125 feet, and the Messrs. Tatham are owners of the property. The shot tower which is one of the prominent features of this section of the city, reaches to a height of 225 feet and is one of the most substantial and best equipped in the world. The firm employ a force of seventy-five hands, whose operations are under expert supervision, and they are manufacturers of the famous patent finish American standard drop shot, also improved chilled shot, buck shot, bar lead, sheet lead, lead pipe, tin lined lead pipe, block tin pipe, etc. A heavy stock of these superior value goods is at all times carried and all orders meet with immediate fulfillment. The Messrs. Tatham are prominently known in commercial and financial circles and bear a first-class reputation as liberal, progressive business men.

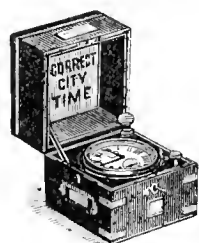


**C**UPHAUS ELY, Nickel Works, Smelter and Refiner of Nickel, No. 35 Dey Street.—Nickel plating is a line of business that has come into popular vogue during the past quarter of a century, one of the most active promoters of this calling being C. Upham Ely, proprietor of the nickel works, at No. 35 Dey Street. He succeeded Yates & Ely in 1885, that firm having established the business in 1878. A native of New York, Mr. Ely has become identified as one of her most reliable business men, and is an employer of at least two hundred persons. The offices and works in Dey Street comprise four large floors, where a large stock of goods is carried, while Mr. Ely has also an extensive factory at New Haven, Conn. He is by trade a smelter and refiner of nickel, dealing also in pure nickel supplies, dynamos, polishing lathes and grinders, prepared polishing buffs and composition. His line of wares surpass anything else of the kind that can possibly be brought into competition with them, and give the most complete satisfaction to all concerned in each and every case in which they are used. Mr. Ely's trade, although chiefly American and wholesale, extends, also, to foreign countries, while he has representatives in the principal towns of the United States and Canada. His business is constantly with dealers in large cities, and is increasing through the medium of traveling salesmen, who find growing demand for his goods everywhere. Mr. Ely is also president and manager of the American Saw Company, whose works are at Trenton, N. J. and whose output in their particular line is unexcelled by any productions now on the market.

**T**HE AMERICAN CIGAR LABEL COMPANY, General Lithographers, No. 112 Fulton Street, Corner of Dutch.—Among the higher reaches of the lithographic art are many of the modern productions in cigar labels, enterprising manufacturers and importers vying with each other in securing the choicest of color work with the all-pervading desire to advertise their goods. A conspicuous firm of lithographers devoting their energies largely to catering to this demand is the American Cigar Label Company. The enterprise was only initiated in 1890, but it meant to "get there," and wisely supplemented the skill of its three thoroughly practical and accomplished principals by the most improved machinery and appliances. It, moreover, gives employment to only the best of workmen, the eighteen men now composing its staff having been carefully selected for their skill in their craft from time to time, as the business gradually grew to proportions warranting their engagement. Fine colored cigar label work gives wide scope for really artistic conceptions, and great delicacy of touch, as well as of well-trained skill in the printing itself, but in all departments of the industry the firm has reached out boldly, and acquitted itself honorably and successfully, thus securing already a general United States trade of no little magnitude. The trade so secured while largely in cigar labels, also covers general lithography, and whenever really good work is required, the firm experiences little difficulty in obtaining orders, and none in filling them. The premises occupied by them is located at No. 112 Fulton Street, and is noticeable for its scrupulous cleanliness, and the methodical arrangement of all its equipments. The partners in the concern are Mr. John Hodge, Mr. Frank Schopf, and Mr. Bruno Mayer. The first-named is a gentleman of English birth, fifty years of age, who has resided in the United States thirty years; while Mr. Schopf is of German birth, and reached America twenty years ago; and Mr. Mayer's birthplace is New York City. All are master craftsmen in the lithographic trade, and they together possess qualities which removes their future success from the regions of the problematical.

**J.** MILHAUS' SON, Dispensing Chemist, No. 183 Broadway.—No branch of commercial enterprise in the metropolis is of more direct value and importance to the community at large than that in which the practical chemist brings to bear his professional skill and experience. In this connection special attention is properly directed to the old established and ever reliable house of J. Milhaus' Son, located at No. 183 Broadway, near Cortlandt Street. This business was founded in 1813 by Mr. J. Milhaus and in 1860 his son was admitted to partnership, and the business was continued under the title of J. Milhaus & Son till 1869, when the style was changed to J. Milhaus' Son. In May of the present year Mr. Edward J. Milhaus became proprietor, succeeding his father in the business, he being the grandson of the founder, the business continuing under the same style. He graduated this year from the New York College of Pharmacy, and is president of the graduating class, and although one of the youngest drug store proprietors in the city he is eminently competent for the responsibility, as in addition to his pharmaceutical education he has had the practical education of three years as manager of the business. He is now twenty-eight years of age, was born in Lafayette Place this city, while his father was born in the building now occupied by the store. This firm is widely prominent as wholesale and retail dispensing chemists, they make all of their pharmaceutical compounds, tinctures and extracts, the purity and efficacy of which are not only substantiated by their influential and permanent patronage both at home and abroad, but they have also received the endorsement of the medical profession with whom the productions of no house stand in higher favor. The laboratory is fully and completely supplied with all the requisite modern apparatus and steady employment is given to a large force of skilled and expert assistants. A specialty is made of the compounding of physicians' prescriptions, they having put up nearly four hundred thousand new prescriptions during the past ten years which does not include the large number of renewals. This is the oldest drug store in New York, and the present structure was built by the founder of the business in 1830, it being the first iron front building on Broadway and the second erected in the city. The establishment comprises four floors 25 x 125 feet, all finely and conveniently fitted up and includes an elegant soda fountain from which a large patronage is secured in all fountain specialties. The house has long been known as one of the landmarks of the city, and the honorable dealings which have characterized the methods which have prevailed since its inception have justly resulted in the success which has been achieved and which is bound to continue and increase under the new management.

**H.** H. HEINRICH, Manufacturer of Marine Chronometers for the Navy and the Trade, Repairer and Adjuster of Fine Watches, No. 14 John Street.—Worthily representing the comparatively small section of the manufacturers of marine chronometers, who make a close and intelligent study of the mechanism, with initiative powers, is the firm of which Mr. H. H. Heinrich is the able head. The house is one that combines the manufacture of marine chronometers with the repair and adjustment of fine watches, and the silver medal awarded to Mr. Heinrich at the "Exposition Universelle" (World's Fair) at Paris in 1889, for his improvements in chronometers, fitly endorsed the recognition which has been so widely and generally bestowed upon the firm in this country almost from the inception of the enterprise in 1868, and which has taken practical shape, and is represented by a business of \$10,000 a year. The premises are at No. 14 John Street, and comprise a fine office which is 25 x 25 feet in extent, and where a splendid display is made of costly chronometers and fine watches, the highest grade of marine chronometers being largely represented, and the whole going to make up a stock the value of which would not be less than \$10,000. Chronometers are manufactured for the navy and also for the trade, and Mr. H. H. Heinrich's goods are found in watchmakers' and dealers' stores in all parts of the United States in which the highest grades of such instruments are obtainable, "H. H. Heinrich's patent self-adjusting balance" being deemed almost indispensable in cases where extreme accuracy is imperative, by the most competent judges, while his auxiliary balance, and his new system for regulating the isochronism, are scarcely less highly regarded. In the manufacture of its goods the firm employs a number of skilled mechanics, while the principal gives the closest possible attention in supervising all work for which the establishment is to assume the responsibility, whether that work be of its own manufacture, or simply of its adjustment. Mr. Heinrich, now an elderly gentleman, was born in Germany, but has resided in the United States for a quarter of a century and has well earned the high and general esteem he enjoys.

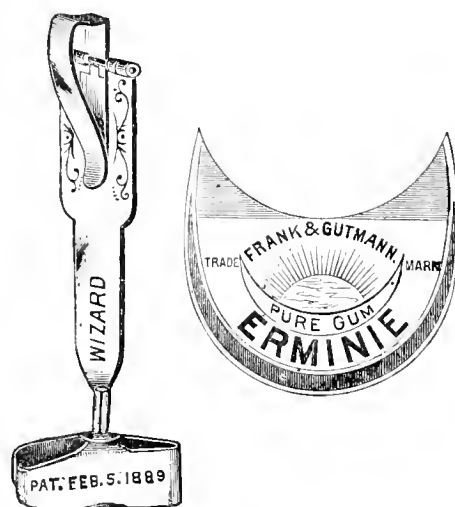




**SMITH & NICHOLS**, Manufacturers of Oils, Candles, Wax and Grease, No. 143 Front Street.—A review of the trading concerns of the Empire City would assuredly be incomplete without special reference to the responsible house of Messrs. Smith & Nichols, as eminently representative of the great candle industry of the country. This well known house was founded at No. 143 Front Street, over a quarter of a century ago, by Messrs. Wakeman & Fierz, as manufacturers of oils, candles, wax and grease; and, although to these gentlemen is due the credit for establishing a far-reaching connection and high reputation for reliability and excellence of quality, the present proprietors, Mr. H. Smith and Mr. S. Nichols, who succeeded to the control in 1888, when the firm name was changed to its present style, are responsible for not only sustaining in the highest degree the connection and reputation accorded the firm in the time of their predecessors, but for materially adding to and extending the patronage and elevating the already high character of the house to a foremost position in the trade. The large volume of trade now controlled, necessitates the maintenance of two extensive factories, built on the latest model, and furnished with all the most approved tools, plant and appliances pertaining to the trade, one being located at Green Point, L. I., N. Y., and the other at Carlstadt, N. Y. These two well equipped factories are well calculated to accommodate the one hundred and fifty skilled operatives that are steadily employed in the various branches of the business, the specialties of which are the manufacture of the "Star" brand of sun bleached beeswax, "Clover" white wax, "Synoxal" lubricants, hand made and molded church candles, while they are agents for the "Q" brand of astral paraffine wax candles, all of which fully warrant, in actual trading, the many estimable qualities claimed for them by the firm. The premises in New York, at the location indicated, consist of a five-story building, each floor being 25 x 100 feet in dimensions, used as office, salesroom and warehouses, all being admirably fitted and furnished with every convenience for handling the heavy stock always on hand, which is of the most comprehensive, representative and bulky description. Both Mr. Smith and Mr. Nichols give their close personal attention to every detail of the business, which now reaches to all parts of the United States and Canada, and by export to South America. The former gentleman is a native of New Jersey, and the latter of Boston, Mass.

**JOS. W. SWITZER & CO.**, Steam Packing Box Makers, No. 21 Gold Street.—A source of supply for packing boxes of suitable qualities and descriptions at moderate prices and in the shortest possible time, on emergencies, is of vital importance in a city manufacturing and exporting on so extensive a scale as New York, and an establishment like that of Jos. W. Switzer & Co., is certain of due appreciation. Such indeed, it has enjoyed from the date of its inception, fifty-five years ago, down to date. It was founded in 1835 by Mr. H. Switzer, and his son Mr. J. W. Switzer, and Mrs. H. Switzer succeeded him nineteen years ago. From first to last the commodious premises have been kept well in line with the times by the provision of the latest and most approved machinery, appliances and contrivances for seasoning the timber in the best manner and manufacturing packing boxes in thoroughly reliable style by such methods as were calculated to save labor to the utmost, and reduce the cost to users to the lowest possible level consistent with good workmanship and material. At the present time machinery driven by steam is largely employed and the work of the staff of ten men thereby greatly manifolded. The premises occupied are at No. 21 Gold Street, and consist of two spacious floors each 25 x 100 feet in measurement, thus affording ample accommodation for the storage of a large stock of lumber and the work of the establishment, which is exclusively to order, and can be turned out with the expedition so essential among business men. Mr. Jos. W. Switzer is not only well posted in all the details of the trade, to which he devotes his assiduous attention, and respected in the commercial world, but is also prominent in social circles. Among the social bodies with which he is identified are the Free and Associated Masons, the Royal Arcanum, the Society of Tont and the Old Brooklynites. He is a gentleman of middle age, born in New York.

**FRANK & GUTMANN**, Manufacturers of Ladies' Dress Shields, Etc., Nos. 156 and 158 W. Broadway.—The manufacture of specialties for service in connection with ladies' and gentlemen's attire is an enterprise in which Messrs. Frank & Gutmann embarked ten years ago, and the great utility of the little articles they took up, the pleasing and finished style in which they produce them, and the ingenuity they have shown in the manufacture of them on a large scale at a small cost, has been productive of a very general demand for their goods in all parts of the union, five traveling salesmen representing the best interests of the house among the innumerable tradesmen who retail them. Among their manufactures are the "Erminie" dress shield, the "Fairy" dress shield, the "Wizard" clasp, the "Wizard" spring hook cuff holders, the "Wizard" suspenders, wire armlets, elastic garters, arm bands, etc., etc., the enormous sale for which is such that from forty to fifty skilled work people are employed at their factory. This, which has always been contiguous, is at Nos. 156 and 158 West Broadway, a three-story building, 30 x 75 feet in dimensions, with the factory on the upper floor, and salesroom, shipping department and office below, the whole being appointed and equipped in a manner best calculated to facilitate the industrial and executive work respectively. The steady and sustained progress of the trade gained by the alert and progressive proprietors is such that it now not only extends to all quarters of the United States, but includes a growing export trade to South America, Mexico and other countries. The partners, Mr. Henry C. Frank and Mr. Henry Gutmann, are both young men of New York birth, and are highly respected in the city.



**WALTER LOGAN**, Book, Job and Newspaper Printer, Nos. 584-588 Hudson Street.—The old-established and well conducted business of Mr. Walter Logan as a book, job and newspaper printer, has at its head a thoroughly practical man, whose twenty-two years experience as the proprietor and responsible director of his own undertaking, was anti-dated by several years training with some of the largest printing establishments in the city. Hence, in this case special technical aptitude, business capacities and capital are combined, and these three essentials to prosperity in mercantile affairs based on manufacturing industries, have been productive of their fitting result in the rearing up of a valuable connection, chiefly with the commercial houses of the city. In acquitting itself of contracts at competitive prices the firm has the advantage of a thoroughly modern equipment, its spacious floor, 100 x 75 feet in extent, being provided with seven or eight of the most improved fast-feed presses yet introduced, while in the matter of type its composing room can boast of the most carefully selected fonts from the leading type foundries, as well as fancy and plan borders, and all the et ceteras that go to make up a completely fitted printing office. Its staff consists of twenty to thirty employees. In coping with the demands upon its resources the firm spares no effort by employing its staff during longer hours, or by engaging additional hands to meet its engagements with the commendable promptness which is expected of letter-press printers and this, with the numerous other good features of the establishment have led to its obtaining a steady and enduring connection of the most enviable kind. Mr. Walter Logan the respected proprietor, is a middle aged gentleman, well up in his trade and well-informed generally and he enjoys a general esteem which is very fully merited.

## Henry C. Squires 178 Broadway New York.

facturing and handling anglers' and hunters' supplies, has, consequently, been advanced to a plane of much importance, and some of the most talented business men are engaged in this line. The leading house of this kind is that of Henry C. Squires, of this city, whose handsome establishment is situated at No. 178 Broadway, and is one of the most attractive business emporiums to be found on that famous thoroughfare. Mr. Squires established his enterprise in 1870, and has since built up a large, influential patronage extending all throughout the United States, having among his customers the wealthiest and most prominent citizens in the country. He carries on general operations as a manufacturer and importer of fine guns, fishing tackle, camping goods, dog goods, pleasure boats and canoes, and everything required for forest, field and stream sports and pastimes. The premises occupied comprise a spacious store and basement, 25 x 150 feet in dimensions. The salesroom is elegantly appointed, systematically arranged, and contains a superb stock, valued at \$200,000. Mr. Squires' son, G. Harry, has lately been taken into the firm, and it was this young gentleman's brains and artistic taste that produced their magnificent catalogue of sportsman's supplies. This book is worthy of more than passing notice, and has been so widely reviewed in all the sporting journals and great dailies of this city that Mr. Squires has become familiarly known in the newspapers as Henry Catalogue Squires. The catalogue is certainly a superb production. There are eight hundred illustrations on enamel plate paper by such artists as Frederick Remington, Henry Sandham, J. Carter Beard, W. Hamilton Gibson, Fred. S. Cozzens, Joseph Fleming, F. E. Gifford, W. T. Smully, Walter M. Brackett, E. Childe-Hassam, W. de Meza, W. C. Fittler, E. J. Taylor, H. Bolton Jones, Thomas Morgan, C. J. Van Schaick, A. B. Frost, A. Fraser, W. L. Snyder, F. S. Church, C. Copeland, Kelly Bodfish and Schell, and there are also departments covering guns, ammunition, dog furnishing, fishing tackle, lawn tennis, photography, bicycling, fencing, camping goods, boats, canoes, etc. Besides these there has been added this year at large expense a collection of most valuable articles on hunting, fishing, camping, etc., written and illustrated especially for this book. The principal ones are those by the Hon. Theo. Roosevelt, on Big Game Hunting in the United States, illustrated by Charles Graham; Sporting Notes from the Catskills, by Bill Nye, illustrated by Frederick Oppert; An Open Letter to the Hon. Jack Snipe, by W. Bruce Leffingwell, illustrated by J. Carter Beard; Salmon Fishing, by Henry P. Wells, illustrated by Harry Fenn; Hints on Black Bass Fishing, by Dr. Jas. A. Henshall, illustrated by E. J. Meeker; Down by the Sea, by Chas. Hallock, illustrated by Harry Fenn, E. J. Meeker and Dan Beard; Practical Points on Camping Out, by Geo. O. Shields, illustrated by Dan Beard; Canoeing, by C. B. Vaux, illustrated by Fred. C. Cozzens. These articles make the book a literary gem and a work as well as a splendid catalogue, and the testimonies as to its unusual merit in these directions are really remarkable. They have come to Mr. Squires from presidents, senators, governors, men great in wealth, high in the church, great lawyers and artists and successful business men. The following are a few extracts taken from the autograph letters of some of New York's great millionaires, customers of Mr. Squires, who have received his catalogue: "It is certainly the most complete and the handsomest work of the kind ever published. Please accept thanks for the same. F. W. Vanderbilt." "It must appeal to the aesthetic taste of every one, and be especially appreciated by those who indulge in the sports of leisure life." John D. Rockefeller. "I am very much pleased with it. What is more, my boys, who are interested in such things, are delighted, and no doubt you will hear from them. S. B. Elkins." "I think it is very handsome. Thanking you for the same, I remain, August Belmont, Jr." "It far surpasses anything of the kind I have ever seen. Please accept my thanks for the same, and believe me, J. Coleman Drayton." "It is a very elegant and interesting volume, and will doubtless be of great service for future reference, Elbridge T. Gerry." "The catalogue is a very beautiful one, and certainly cannot fail to win much favor for your enterprising concern. With thanks for your kindness, Wm. Rockefeller." Last year 10,000 copies were sold in nine months and it ran through four editions. This year the first edition will be 10,000 copies, and it is expected that double that number will be sold. It is sent to any address for 50 cents, which is only one quarter the actual cost of the book, and a coupon is put in each one that is good for 50 cents on the purchase of \$5.00 worth of goods, so that really the catalogue is given away free. For the last twenty years Mr. Squires has been well known as the sole agent in the United States for W. W. Greener's celebrated hammerless and ejector shot guns, and for about the same length of time he has been the Eastern agent for Rushton pleasure boats and canoes. Mr. Squires is a native of New York State, and enjoys the esteem of a large constituency of friends and business acquaintances, and has the cream of the sporting goods trade in New York. He takes an active interest in field, forest and stream sports, and has done much to advance their popularity. He is president of the Adirondack Preserve Association, likewise a director of the Adirondack League Club, and in all the walks of life is held in high regard.

**T**HE UNIVERSAL AUTOMATIC LUBRICATOR COMPANY, John A. Wyman, Manager, No. 18 Broadway.—The Automatic Lubricator Company was duly incorporated in August, 1887, under the laws of the state of New Hampshire, and has a capital stock of \$1,000,000. The mission of this company is the manufacture and introduction of the Automatic Lubricator for use on railroad car boxes, which was patented August 30, 1887, and has proved a revelation to the entire railway fraternity. Their superiority over all other devices for lubricating is fully demonstrated by the continuous orders from leading railway companies, which certainly would not be the case if the facts as represented were not warranted beyond any doubt. The company guarantee a saving of over fifty per cent in lubricating expenses, and that it is impossible to have a "hot box" from imperfect lubrication. They will wear from six to twelve months; they can be inserted in a few seconds and made to fit any size box without any alteration whatever. The company will gladly furnish one set of eight, free from any charge, for your experimental purpose, or will equip one train or more at their own expense on ninety days' trial, to be paid for if they do all they claim for them. They have many letters from railway superintendents which bear strong testimony to the real worth and utility of this remarkable invention. Mr. George W. Stevens, superintendent of M. P., Lake Shore and Michigan Southern R. R., writes: "We find the saving in oil is quite marked; also the wear of brasses, and that the service of the lubricators has been satisfactory." Wm. Gessler, of the C. R. I. & P. R. R., writes: "I consider your lubricators a success in every particular." G. P. Spaulding, M. M. Texas, Sabine Valley & Northwestern R. R., writes on March 10, 1889: "I have been using your lubricators in two of our engine forward trucks for three weeks, and they give the best of satisfaction; since they were applied I have not used one drop of oil, and the journals have not even been warm, while before they were newly packed every day, and oiled four or five times each day, and would run warm in spite of our efforts to keep them cool." Among the prominent railroads upon which these lubricators are being used and tested may be named the New York, N. H. & Hartford R. R., Staten Island Rapid Transit R. R., Sea Beach R. R., Brighton Beach R. R., New York & B. Bridge R. R., Boston & Albany R. R., Boston & Providence R. R., Kansas City, F. I. & M. R. R., Kansas City Cable R. R., Kansas City Independent R. T. R. R., Montana Union R. R., Atlantic & Western R. R., Annapolis, Washington & Baltimore R. R., Mexican Central R. R., Panama R. R. and hundreds of others. The factory of the company in Brooklyn has a productive capacity of one thousand per day and gives employment to one hundred hands. The officers and directors of this representative company are as follows, viz.: president, H. G. Wood; vice-president and treasurer, John A. Wyman. Mr. John A. Wyman is the general manager and moving spirit of the enterprise, and by right as being the inventor of the automatic lubricator which is the foundation of the success of the company and its reliance for the future. Mr. Wyman is an experienced ship builder and engineer, who at one time had charge of a large number of steamers running into New York harbor, and he and his coadjutors in the direction of this company are to be congratulated upon the outlook for the future.

**S.** & C. WAIDLOW, Iron Works, F. S. Pilditch, Manager, Office No. 95 John Street.—The success of any manufacturing company depends largely upon the merits of the goods manufactured, when put into the hands of the people, who are the "consumers." Accepting this statement as being correct, and certainly it cannot be questioned, no forcible illustration is needed to show why the product of the English firm of S. & C. Waidlow is in such demand among steel workers in this country, as well as elsewhere throughout the civilized world. This firm commenced business in England in 1833. In the time elapsed, they have come to be regarded as among the largest and most important manufacturers of steel in the world, and to-day operate two well-known plants, each employing a large force of the most skilled workmen under the charge and personal supervision of practical managers of long experience and unusual ability in the art of steel manufacture. The works at Sheffield, England, are known as "Portobello Steel Works;" those at Oughtibridge, England, as "Congress Rolling Mills." The commercial relations of the firm with this country having assumed that magnitude and importance, it was imperatively demanded that they be represented in the United States by a branch house, which was accordingly established in this city in 1860. Here in spacious premises comprising a floor and basement, each 25 x 100 feet, at No. 95 John Street, is displayed complete samples of the products of the firm in steel, where a heavy stock of the same is carried, so that all orders receive prompt and satisfactory fulfillment. S. & C. Waidlow are manufacturers of the celebrated cast and double shear steel, which is produced in bars, sheets and coils, and is utilized for making fine pens and pocket cutlery, razors, shears, scissors, carvers, butchers' knives, band saws, clock, watch and all other springs; also sole makers of the special brand "Tough" cast steel, for leather splitting, and machine knives of every description, and for turning and all other tools, dies and punches. In this country the house caters to and supplies a high class trade in fine steel, and give this trade the privilege of securing the finest cast steel in the market. The branch here is under the capable and active management of Mr. Frank S. Pilditch, an English gentleman of middle age, who has lived in this country for the past twenty years. Mr. Pilditch moves in the highest circles here, and is much respected by an extensive acquaintanceship in business and social life.

**T**HE OBRIG CAMERA COMPANY, Photographic Outfits and Supplies, No. 163 Broadway.—A recently established and representative house in the city is that of the Obrig Camera Company. This business was established in 1896, and its history from its inception has been one of phenomenal success. This company manufactures the "Tom Thumb" camera, which is the only pocket camera that can be actually carried in the pocket. The "Tom Thumb" camera is the latest invention in photographic apparatus, and is without doubt destined to supersede all the numerous so-called detective cameras, inasmuch as, when not in actual use, it can be put out of sight in one's pocket. They also keep for sale the Kodak, Hawkeye and other portable cameras and their accessories, and show customers how to use them. They also deal in all photographic supplies, and keep a full stock of the products of all the different camera manufacturers. The stock of this company is the largest and best selected in New York, and their goods are offered to customers at extremely low prices. They also do photographic printing, and all orders in this line receive prompt attention, and the work is done in a satisfactory manner at most reasonable rates. Professionals can always find at this establishment the best photographic apparatus and supplies in the market, while to amateurs they likewise offer substantial inducements and advantages. Their patronage now extends throughout all sections of the United States and Canada. Catalogues and price lists are published, and forwarded promptly on application. They are special agents for the Platinotype Process. Mr. A. C. Wilmending is the proprietor of this business, and gives his personal supervision to every detail. He is a native of this city, and is an enterprising, honorable business man.

**B**RADLEY & COMPANY, Syracuse, N. Y., Manufacturers of Two and Four Wheel Vehicles, Repository, No. 14 Warren Street.—The perfection of the art of carriage-making is a combination of the greatest possible strength and the least possible weight with ease of draft and elegance of finish. These essentials are combined in a striking manner in the products of Bradley & Company, the well-known manufacturers of two and four wheel vehicles, at Syracuse, N. Y., who have extensive repositories at No. 14 Warren Street, New York; and No. 98 Sudbury Street, Boston. The foundation of this extensive business was laid in 1832, by Messrs. Bradley & Company, as manufacturers of forges and trip hammers, and in 1876 the carriage industry was added, which branch has since grown so large that it is now the leading specialty of the house. A stock company has also been formed under the original name and style, with C. C. Bradley, president, W. C. Bradley, secretary and treasurer. The New York house was opened in 1884, and is under the experienced management of Mr. S. B. Horton, who is thoroughly posted in all the details of the business and the requirements of the trade, and is eminently popular and successful in meeting all its demands. The factory at Syracuse is one of the finest and best equipped of the kind in the United States, and here the company turns out some three thousand vehicles per year, and gives constant employment to three hundred and fifty men. The output comprises both light and medium vehicles, all of which are made of the best materials and in the most durable manner, only fine first-class work being turned out. Their specialties include the Bradley "handy" wagon, the Bradley spindle wagon, the Bradley "handy" surrey, the Brewster surrey, Brewster spring buggy, Coggin spring buggy, the Banner buggy, the Bradley two-wheeler, the Bradley pony cart, Shetland pony two-wheeler, Bradley road cart, the park cart, and the Bradley "handy" road cart. A full line of these vehicles is carried in stock at the New York repository, and orders invariably receive prompt and careful attention. This company also manufacture the Bradley heating forges, for hard coal or coke; the Bradley upright cushioned helve hammer; and furnish the Bradley cart harness. The name and fame of Bradley & Company have extended to all parts of the civilized globe. They are continually extending their field of usefulness, and can rejoice with mighty England that the sun never sets on the products of their industry.

**P**IERCE STEAM HEATING CO., Radiators, J. A. Goodrich, Mgr., No. 92 Centre Street.—The Pierce Steam Heating Co., of Buffalo, whose New York house J. A. Goodrich, manager, is located at No. 92 Centre Street, have branches also in Boston and Chicago. They are manufacturers of the justly famed "Ideal," "Peerless," "Star," "Excelsior" and "National" Radiators, which are productions of exceptional excellence, receiving the highest award at the seventeenth exhibition of the Massachusetts Charitable Mechanic's Association, held in 1890, and which are in wide-spread and constantly increasing demand throughout the United States and foreign countries. They are very handsome in design, simple and strong in construction, easily adjusted, particularly effective in generating and distributing heat and unusually economical, being made on strict scientific principles, the result of years of observation, comparison and experiment, and are absolutely divested of any and all the undesirable features that characterize the productions of others. The Pierce Radiators are not in fact, surpassed in any single feature of merit by any apparatus of the kind to-day on the market, and of the superiority thereof certainly no more unflinching criterion could be adduced than the distinct recognition they receive all over the country. The works of the Pierce Steam Heating Co. at Buffalo, of which J. B. Pierce is president and Joseph Bond, treasurer, are a capacious and well equipped plant, and a large force of skilled workmen are there regularly employed. The premises occupied as office and salesrooms on Centre Street, this city, comprise a 25 x 125 foot ground floor and basement, and are finely fitted up and well appointed in every respect, and an efficient staff of clerks and salesmen are here employed. A large and splendid assortment of the Pierce Radiators, (which are made in a number of sizes and styles) is always carried in stock, and every article sold is fully warranted, while the prices prevailing are remarkably reasonable, character of workmanship, quality of material and merit of apparatus considered, substantial inducements being offered to the trade, and all orders receive prompt attention.

**E.** BLACKMAN, Patentee of Improvements in Kerosene and Gas Burners, also in Lamp Fixtures, and Draught Inducing Devices, No. 93 Maiden Lane.—One of our leading New York manufacturers in this line is notably E. Blackman, who is inventor and patentee of a number of distinctly meritorious improvements in kerosene and gas burners; also in lamp fixtures and draught inducing devices. This gentleman's productions are articles of exceptional excellence, being surpassed in no feature of merit by anything of the kind on the market, and commands an extensive sale, being in wide-spread and growing demand in the trade throughout the United States. His Bartholdi Lamp Burners are about as near perfection as science and art can make them. Another of Mr. Blackman's inventions deserving of more than passing mention is the X L Argand gas burner, which furnishes a steady, brilliant, perfect light, and by the use of which a great reduction is effected in gas bills. Mr. Blackman, who has his goods manufactured by contract, receiving a royalty on the sales, is a gentleman of middle age, and was born in Connecticut, but has resided in New York many years, being in business in this building since 1869. He is a man of practical skill and ingenuity, an expert in his line, as well as of untiring industry, and has won success by deserving it. The business premises on Maiden Lane occupy three commodious floors, with ample and complete facilities, and several efficient assistants are employed, the proprietor himself exercising immediate supervision over every detail.

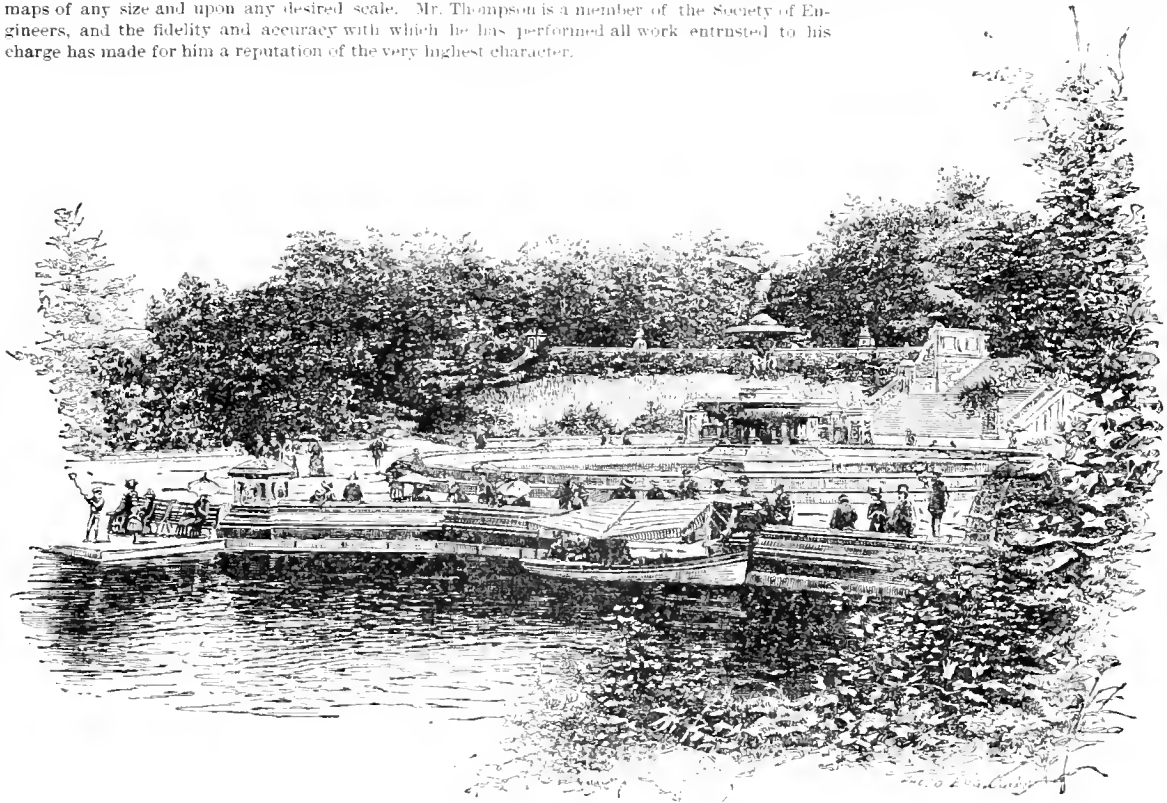
**W.**OODBRIDGE & TURNER, Electrical Engineers and Contractors, No. 74 Cortlandt Street.—The rapid growth and development of New York and adjoining cities has created a field for the electrical engineer and contractor, that has never been equaled. A widely known firm in this profession is that of J. Lester Woodbridge and Wm. S. Turner, of No. 74 Cortlandt Street. They are electrical engineers and contractors, their functions including the furnishing of complete equipments for electric railways; steam plants for electric light and power; the installation of arc and incandescent lights, and the submission of designs and estimates. This firm was established in 1888, and has developed a business extending throughout the United States. The limit of space prevents the record of an account of all of the important undertakings that these gentlemen have carried to a successful issue, but suffice it to say that their talents and abilities have been appreciated by the public who have endorsed their works. The individual members of the firm are gentlemen who have acquired a thorough scientific training and entered upon their calling with a complete knowledge of the profession in all of its details and also an understanding of the exacting demands of the public, the fulfillment of which is necessary, if one would succeed in this day of rush and competition. Mr. Woodbridge is a native of Brooklyn, N. Y., while Mr. Turner was born in Quincy, Ill. They are gentlemen who have evinced a laudable ambition to excel, a desire which has been generally recognized, and they stand prepared, fortified by their great practical experience and ample resources, to promptly carry to a successful issue any promise that they may make to their many patrons.

**W.**H. & T. CLARKSON, Patents and Pensions, No. 115 Broadway.—One of the best-known legal firms in the metropolis making a specialty of patents and pensions is that of Messrs. W. H. & T. Clarkson, who have been established in their profession here for a period of twenty-five years, and have clients and correspondents in all parts of the country. They give their special attention to pushing the claims and establishing the rights of inventors and patentees, disabled veterans and pensioners before the departments of the Government at Washington, before Congress and the courts of last resort. Being completely equipped with a thorough knowledge of the rules and technicalities of procedure in all phases and features of their practice, and perfectly conversant with every detail of their business. They handle United States and foreign patent cases, attending to reissues, appeals, interferences, assignments, extensions, trade-marks, design patents, labels, copyrights and all cases before the courts, and have developed a clientele in this branch of their practice which proves their ability and is eminently creditable in character. Their many clients in all parts of the country will bear testimony to their zeal and success in promoting their causes. The Messrs. Clarkson are natives of New York and known and honored in its social, business and professional circles. Mr. W. H. Clarkson served in the Seventeenth New York Infantry two years, and in the United States Navy two years, during the late war, rising from a private to become a captain and is now junior vice commander of Hancock Post, G. A. R. of this city. He is also commissioner in New York for all states and territories in the United States, having correspondents in all the principal cities of the Union.

**L.**J. & I. PHILLIPS, Real Estate Brokers, Auctioneers and Appraisers, Loans Negotiated, No. 149 Broadway.—This firm have been engaged as real estate brokers, auctioneers and appraisers since 1875, and their large and varied experience has rendered them eminently competent to cope with all public questions affecting the interests of owners of realty within the corporate limits. Messrs. L. J. and I. Phillips have earned a high reputation for accurate judgment and superior business tact in developing property interests to profitable conclusions. They have secured very important connections therein, including among the permanent patrons many leading capitalists, investors and property owners, while carrying through to a successful issue many large and important transactions. They handle both city and country property of all kinds, and have upon their books full descriptions of houses, lots, country seats and business blocks for sale or rent, including many rare bargains. The character of their clientele tells how implicitly they are trusted. While there is a large line of selling and leasing done by this firm, they are especially prominent in expert realty appraisements, and their agency affords a safe medium wherein the interests of tax-payers and property holders are always zealously guarded and intelligently promoted. The success of this firm in this line of their business has been secured by their lengthened experience and a patient and diligent study of all questions relating to taxable values, securing them a high standing as authority on all such matters, and serving to commend them to the confidence of all. The telephone call of their Broadway office is No. 711 John; of their up-town office, No. 856 Thirty-ninth Street. Mr. I. Phillips, one of the founders of the business, died in 1889, since which date the business has been continued by Messrs. L. J. Phillips, S. Goldsticker and D. L. Phillips, under the original firm name. Mr. Phillips is a native of England, but has resided in this city since three years of age, while Mr. Goldsticker was born in New York City.

**T.**HE B. & S. ELECTRIC EQUIPMENT COMPANY, Electric Equipment Supplies for Electric Railways, Electric Light Stations, Power Plants, No. 115 Broadway.—We are now in the electric age. To obtain some insight into what is being done in the electrical field, it is only necessary to pay an observant visit to the headquarters of electric supplies, upon which these vast interests draw for their support. This will be found at the office of the B. & S. Electric Equipment Company, No. 115 Broadway. This company furnish electric equipment supplies for electric railways, electric light stations and power plants, and are taking contracts for the building of electric railways, the erection of electric light plants, and general electrical work all over the United States. The company was incorporated in November, 1890, under the laws of the state of New Jersey, with a capital of \$25,000, and with L. W. Serrell, Esq., president; E. T. Birdsall, M. E., general manager. This corporation have quickly taken a position among the oldest and strongest concerns in the electrical field, by reason of the great practical experience, commanding ability and scientific knowledge brought to bear in the management, and its influence and patronage has already become country-wide. Its services are in important requisition by corporations and private parties in all sections of the Union, and the management is in a position to guarantee the prompt and perfect fulfillment of all orders and commissions. They erected the Flushing and College Point Electric Railway, and have put in a number of plants in this city that serve to commend the company more eloquently than words, and prove its only-needed endorsement. The president, Mr. Serrell, is also general manager of the United States Electric Railways Company, and eminent as an electrician. Mr. Birdsall, the general manager, is also prominent in the city as a consulting and constructing electrical engineer. Both gentlemen are graduates of Stevens Institute, standing deservedly high in professional and business circles.

**H**ENRY C. THOMPSON, Civil Engineer and Surveyor, Nos. 47 and 49 Liberty Street.—The profession of a civil engineer and surveyor, is one that is weighted with great responsibilities, especially in large cities, and requires on the part of those engaged in it superior business and educational qualifications. The professional talent of the country has fully kept pace with the demand, and among those well worthy of mention engaged in this business in New York is Mr. Henry C. Thompson. Mr. Thompson is a young man, a native of this city and is thoroughly familiar with all branches of his profession and since he has been established in business on his own account has been engaged in a number of very important undertakings which required superior ability and which under his management were brought to a very successful issue. His office is of ample dimensions, neatly and appropriately fitted up and provided with every convenience, including business consultation office and draughting room, and employment is given a number of skilled and experienced assistants. He is prepared to undertake all branches of the profession such as making preliminary surveys, furnish plans, specifications and estimates for railroad, bridge, road, and other public improvements, also the surveying and laying out of town sites, additions and sub-divisions of city and town suburbs, establish monuments, in disputed land cases, also furnish topographical and other maps of any size and upon any desired scale. Mr. Thompson is a member of the Society of Engineers, and the fidelity and accuracy with which he has performed all work entrusted to his charge has made for him a reputation of the very highest character.



CENTRAL PARK—BOAT LANDING AND FOUNTAIN

**T**HE GAMEWELL FIRE ALARM TELEGRAPH COMPANY, No. 14 Barclay Street.—One of the prominent and successful features of the city government of New York is the employment of the American fire alarm and police telegraph, of which the Gamewell Fire Alarm Telegraph Company of this city are proprietors. The principal office of this company is located at No. 14 Barclay Street. To Dr. William F. Channing, of Boston, and Moses G. Farmer, of Salem, is due the credit for the first successful employment of electricity for giving instantaneous, universal and definite alarms in cases of fire. In June, 1851, their plan was accepted by the city of Boston and an appropriation made to test the experiment. In the then state of electro-mechanical knowledge, progress was necessarily slow, and it was a year before the first official fire alarm was sounded by electricity. About the year 1855, Messrs. Gamewell & Company became the proprietors of all the patents of Channing and Farmer for the south and west, and shortly after for the entire country. Realizing from the first the incalculable value of the fire alarm telegraph, and the necessity of attaining as near perfection as possible, Messrs. Gamewell & Company never failed to appreciate and secure every improvement which inventive genius and mechanical skill could develop. In 1877 the Gamewell Fire Alarm Telegraph Company was incorporated under the laws of the state of New York, and is now officered and managed as follows, viz.: Joseph W. Stover, president; William H. Woolverton and D. H. Bates vice-presidents; C. W. Cornell, secretary and treasurer; John N. Gamewell, general superintendent. It is sufficient guaranty that this company will continue the policy laid down by the founders of the business that Mr. Gamewell remains as superintendent. The fire alarm telegraph consists of a central or battery station, the wire circuits which connect the central station with the street signal boxes, and the alarm apparatus, consisting of electro-mechanical bell-strikers in church or other towers, electro-mechanical gong-strikers located in engine houses, public buildings and residences of fire department officials, and indicators showing in plain figures the number of the signal box from which an alarm originates. The advantages secured by adopting the fire alarm telegraph are many and important. It furnishes to every property holder the means near at hand, in case of fire, for giving an instantaneous and definite alarm, thus saving thousands of dollars in property and sometimes human life. It saves the necessity of turning out an entire fire department at every alarm of fire. It is now in use in every city of any size throughout the United States. The company own and operate a factory at Newton, Mass., where they give constant employment to one hundred hands. Agencies are established in Chicago, Boston, Baltimore, San Francisco and Richmond, Indiana, and the business is broadly distributed throughout the United States and Canada.

**H.** HENRIQUES, Real Estate Broker and Auctioneer, No. 62 Liberty Street.—Mr. Horatio Henriques has for many years been well known in the real estate world, and his name has been prominently identified with several of the most important transactions recorded on the registers, within the last forty years, during which period he has been practicing as a real estate broker and auctioneer, with offices at No. 62 Liberty Street. As a result of ripe experience, close study and rare intuitive ability, Mr. Henriques is enabled to execute with consummate skill the purchase, sale, transfer of real estate of all kinds, and conducts other commissions entrusted to his care in connection with the negotiation of loans upon bond or mortgage, to the complete satisfaction of clients, alike in the matter of charges, terms and conditions. The business of the house although local in its character, is of the most important nature, and embraces a general line of real estate transactions, for property owners, large operators and investors of the most representative kind, all of whom, by Mr. Henriques' courtesy, are enabled to reap the benefit of his sound judgment. In the clerical duties which devolve upon the house, the worthy principal is aided by duly qualified assistants. He is in every way well appointed, and is furnished with all necessary books, references, records and lists of property on hand for sale usually kept by eminent firms of this nature. Mr. Henriques is a native of this city.

**T**HE LEATHEROID MANUFACTURING CO., No. 38 Reade Street.—A manufacturing house which has been a powerful lever in securing to us the lead in this branch of manufacture is the Leatheroid Manufacturing Co., of Kennebunk, Maine, New York City and Boston, Massachusetts. The concern manufacture roving cans, mill baskets, wheel baskets and insulating material, the specialty being sample trunks and cases. The factory is located at Kennebunk, Maine, where the house gives constant employment to hundreds of assistants in the various departments of its business. The factory presents a creditable picture of able management and harmonious working, and the main office is under the control of an efficient directory. The New York branch of the company is situated at No. 38 Reade Street, a thoroughfare devoted to trades of a nature kindred with those carried on by the company. The Metropolitan branch has been in existence about seven years, and is under the control of a gentleman of singular business accomplishments—Mr. A. H. Teeple, who is a native of Brooklyn and is still a young man in the full possession of an indomitable perseverance. He has been connected with the company for a number of years; the duration of his management of the New York branch being since the year 1887. The Reade Street premises are used as an office and salesroom, with storage capacity on Duane Street covering an area of nearly five hundred square feet, which is constantly stocked with a large, varied and complete assortment of sample goods, trunks, etc.

**T**HE GOUGE HEATING AND VENTILATING CO., Manufacturers of Gouge's Patent Ventilating Apparatus, also Gouge's Patent Heating Apparatus, No. 47 Beekman Street.—Attention is directed to the productions of the Gouge Heating and Ventilating Co., which are about as nearly perfect in this line as skill and ingenuity and years of study, experiment and sustained effort could make them. Gouge's patent ventilating apparatus and Gouge's patent heating apparatus are achievements of exceptional merit, and are conceded to be, without any exception, the most complete, effective, reliable and altogether superior appliances of the kind ever invented, being not, for a fact, surpassed in any single feature by anything of the kind thus far introduced to public notice. The Gouge apparatus have for years occupied a place in popular favor throughout the United States accorded to none other, and of their superiority assured no more unflinching criterion could be adduced than the fact that they are in wide-spread use on railways, in hotels, institutions, churches, colleges, newspaper offices, banks, business houses and private residences in all the leading cities of the country, while hundreds of the most gratifying testimonials, attesting the uniform satisfaction they everywhere render, are in possession of the company. This flourishing enterprise was started some thirty years ago, and as the H. A. Gouge Co. was conducted up to 1881, when the concern was duly incorporated under the laws of the state of New York, with a capital stock of \$100,000, and the present style adopted, H. A. Gouge being the president and treasurer, and Wm. G. Fulton, the secretary. They occupy spacious and commodious premises at No. 47 Beekman Street, with ample and complete facilities, and employ a large force of skilled workmen, the proprietors themselves exercising immediate supervision over every detail of the business. A large stock is constantly kept on hand here, and apparatus are set in place, and also repaired and reset in the most prompt and trustworthy manner, all orders receiving immediate attention, while the prices charged are of the most reasonable character, workmanship, material and general excellence of the productions considered. Messrs Gouge and Fulton are natives of Connecticut, but residents of this city many years. Both are men of energy and thorough experience, as well as of skill and ingenuity, and are, in short, masters of their art.

**C**ARL ULLMANN & COMPANY, Hops, Nos. 30-32 Whitehall Street.—This firm enjoy an international reputation as growers and exporters of Bavarian and Bohemian Hops, and dealers in Domestic Hops. The business was founded in 1852, in Germany, and in 1886 the present establishment was opened in this city. The management of affairs in this city is entrusted to Messrs. Sigmund and Louis Ullmann, while the senior partner, Mr. Carl Ullmann, resides in Germany. All the partners have had large experience and possess an intimate knowledge of every feature and detail of the hop trade and the requirements of the market. The firm's connections and facilities, both in Germany and the United States, are of the most superior character, enabling them to obtain their supplies of foreign and domestic hops direct from the best growers. These gentlemen are also recognized as authorities regarding the grades and qualities of hops, and a test by them is quite sufficient to determine the value and standard of any particular lot. They handle five thousand bales per year at this point, which are unsurpassed for quality and general excellence by the goods of any other first-class house in the trade. The enterprise and reliability of this responsible house is fully illustrated by the superior quality of the hops they have placed upon the market. They are conducting an extensive and influential trade all over the United States, and number among their customers many of the most eminent brewers in the country. This firm are also prominent in trade circles as sole agents for the United States, Canada and South America, for Dr. Schneider's Patent Farbmalz. The Messrs. Ullman are natives of Germany, well-known members of the Brewers' & Maltsters' Association, and both as regards reliability and liberality they justly merit the high reputation to which they have attained in the hop trade on both continents.

**M.** J. TAYLOR & COMPANY, Ostrich Feathers, No. 84 Wooster Street.—In all parts of this country, as, indeed, in all quarters of the civilized world, where ladies of cultivated taste are able to indulge their love for elegant and suitable attire, ostrich feathers are a favorite trimming for millinery purposes; and the firm of M. J. Taylor & Company, of No. 84 Wooster Street, which is engaged in the importation and manufacture of these goods, flourishes accordingly; it having long been justly regarded as one of the leading sources of supply. The business received its inception in the year 1870, but it is to the period since it came under the talented proprietary control, in 1885, of Mr. M. J. Taylor, that the chief interest attaches; it has, during the six years that have supervened, been conducted with rare energy and enterprise, and obtained a corresponding hold upon the trade in all sections of the country, its three commercial travelers covering the grounds in every direction, and influencing an amount of business that gives steady employment to a staff of expert employees one hundred and twenty-five in number. For so large an industrial force and for the appliances incidental to their operations, commodious quarters are essential, and those occupied embrace three floors, each 100 by 25 feet in measurement, the organization of the concern, both in respect to material and personnel being of the most perfect kind and its goods being produced in the finest style, while offered at prices that challenge rivalry. A native of this city, Mr. M. J. Taylor is a young man who is appreciated for his great administrative capacity, as well as for his general business aptitude, and for his many personal good qualities.



**D**UNN & WILSON, Heraldic Chasers, Engravers and Designers, Etc., No. 151 Fulton Street.—As this country advances in intelligence, wealth and ease, there is a natural desire to display on equipages and harness the coat of arms or crests that represent the old family trees of which the members of the present generation are the branches. This gives opportunity for firms like Dunn & Wilson, of No. 151 Fulton Street. They have been established since 1885 and are known as heraldic chasers, engravers and designers and manufacturers of crests, coat of arms, monograms, letters, bridle fronts, rosettes and all kinds of fine harness ornaments. They employ fifteen skilled artisans and are both practical workmen. Thomas J. Dunn was born in New York, while Joseph J. T. Wilson came here when a child. They have the honor to have furnished the saddlers and harness makers the monograms, crests or arms used by the Vanderbilt family, the Goulds, the Astors, the Belmonts, the Ogdens and a vast number of the upper classes. Their business is constantly growing and yields a very large profit, the character of their work being the finest in the market. They manufacture for the harness trade exclusively.

**T**HE "OLD REMINGTON GUN STORE," Cornwall & Smock, Proprietors, Nos. 281-283 Broadway.—The "Old Remington Gun Store," situated at Nos. 281-283 Broadway, is one of the leading establishments of the kind in New York, and it enjoys a reputation of the most flattering character all throughout the United States. The business was established eighteen years ago at this stand by the E. Remington Sons, and the store has been occupied by the present firm for three years. The business of this firm was founded in 1871 by Mr. William M. Cornwall, and three years since Mr. D. P. Smock was admitted to partnership, the firm name of Cornwall & Smock being adopted. The co-partners, both native New Yorkers, have had thorough experience in their line of trade. The premises occupied comprise a spacious store having a frontage of 25 feet and a depth of 100 feet. The place is fitted up in neat, tasteful style, and is filled to repletion with a heavy stock of sporting goods of every description, the assortment including fishing tackle, base ball goods, boxing gloves, hammocks, lawn tennis, fencing outfits, dog collars, hammer and hammerless breech loading guns, rifles, revolvers, ammunition, sportsmen's canvas and leather goods in great variety, Indian clubs, dumb bells, bicycles, etc. These goods are all of A No. 1 manufacture, and are the best of the kind procurable from foreign and American sources of production. Both a wholesale and retail trade is supplied, the trade of the house extends to all parts of the United States, and the local business is particularly active. Three salesmen represent the house on the road. Messrs. Cornwall & Smock are well known in the community as progressive and enterprising merchants.

**J.** M. LAWRENCE, Excelsior Lantern Company, No. 194 Water Street.—This company are prominent as manufacturers of railroad, street, hand, marine, and a large variety of street lanterns and every variety of burners, chimneys, globes and shades. The business was originally established in 1844, the present proprietor succeeding to the control in 1883. He owns and occupies a four-story building, 25 x 100 feet in dimensions, which is divided into manufacturing and sales departments, and gives every accommodation for supplying the most extensive demand. Mr. Lawrence is constantly introducing new and popular styles of lanterns which fully maintain the motto of "excelsior" in workmanship and quality, and which are sold at prices that will bear comparison with any manufacturer. His object is to promote direct trade with the jobber, retailer and exporter; to furnish a regular standard quality of goods which, once handled, will be sure to induce further orders. His lanterns are the finest articles of the kind ever invented. His aim has ever been to produce a lantern that would excel all others in every point of utility, economy and durability, and his success in this laudable endeavor has been brilliant in the extreme. A specialty is made of safety storage lanterns approved by Board of Underwriters. He pays special attention to campaign torches, furnishing to firemen, campaign and civic clubs, the best assortment of torches ever offered in the market, at bottom prices. He also sells all the popular burners, chimneys and wicks at lowest market rates; 150° fire test oil by the barrel or in cans; also signal and mineral sperm oils. We would call special attention to the polyopticon, an improvement on the magic lantern. This is an optical wonder, especially adapted to Sunday schools, church fairs, plantations, family recreation and amusement. It is now in its fourth year and its sale is rapidly increasing. Mr. Lawrence has built up a fine growing trade, not only in all parts of the United States, but in South America, Canada, Australia and other foreign countries. Having intimate connections with oil refiners he is prepared to furnish oil direct from manufacturers by car or lighters at ruling market rates. Mr. Lawrence is a native of New Jersey and an experienced and successful manufacturer, noted for his genius as an inventor and his reliability as a business man.

**W**ILLS BROTHERS COMPANY, Warehousemen, Cold and General Storage, Office No. 161 Chambers Street, Warehouses: Nos. 161 and 163 Chambers Street, No. 143 Reade Street, Nos. 393, 395 and 397 Greenwich Street, No. 62 Beach Street.—This noteworthy and flourishing enterprise, of which William Wills is the president and James Wills secretary and treasurer, was incorporated under the laws of the state in March, 1890, with a capital of \$25,000, and the positive and permanent success that has attended it from the first abundantly attests the wisdom that inspired the venture, not to speak of the energy and ability displayed in the management of the business. The company occupy for the purposes indicated seven commodious buildings, with a total aggregate of 750,000 cubic feet of space devoted to cold storage alone, an immense area being devoted to general storage besides, and all the latest improved appliances and appurtenances are in service. They have perfect cold storage facilities in six of the buildings, and employ an efficient force of help, handling enormous quantities of butter, poultry, meats, fruits and perishable property of every description. Merchandise of all kinds is received on storage, likewise, the premises being centrally located in the mercantile and produce districts, and everything throughout the entire system bespeaks order and excellent management. Insurance is placed on goods also, and risks are effected in first-class fire companies at lowest rates compatible with absolute security, the office, which is connected by telephone (call "No. 467 Murray") being agency for the German American Insurance Company, the American Fire Insurance Company and the London and Liverpool and Globe Insurance Company. The Messrs. Wills, who are gentlemen of middle age, are men of strict integrity in their dealings, as well as enterprise and business ability, and are active members of the Mercantile Exchange.

**A.** H. HANFORD, Sole Proprietor and Manufacturer of Wright's Patented Eureka Polish, No. 246 Pearl Street.—Wright's patented "Eureka" polish, A. H. Hanford, sole proprietor and manufacturer, is conceded to be the ne plus ultra of polishes, and has secured an enduring hold on favor in the piano and organ trade all over the country, as well as among carriage builders, cabinet makers, hardwood workers and manufacturers of furniture, bar fixtures, parquet floors, etc. It is a great time saver, but little labor being expended in applying, and is notably economical, requiring much less quantity to produce a permanent and brilliant polish than any other known substance, while in polishing it thoroughly cleans, a feature which gives the preparation a distinct advantage over all other productions of a similar character on the market. Besides the "Eureka" polish, Mr. Hanford also manufactures several other articles of a kindred nature under the Wright patent, and, altogether, he does a flourishing business, the demand for his goods being at once steady, extensive and increasing. Mr. Hanford, who operates under letters patent, dated August 21, 1883, is a gentleman of middle age and a New Yorker by birth. He is a man of practical skill and thorough experience in this line, and during the eight years he has been engaged in manufacturing these goods has been signally successful. The business premises are commodious, ample and completely equipped. A large and first-class stock is constantly kept on hand here, and all orders receive immediate attention, the proprietor exercising close personal supervision over every detail; while the prices quoted are remarkably low, quality of productions considered, special inducements being offered to piano and organ manufacturers, furniture manufacturers, carriage builders, etc.



**EBENEZER COOK**, Proprietor, Cook's Majoram Cream, Blackberry Balsam and other Specialties, No. 62 Cortlandt Street.—A review of the great mercantile and manufacturing interests of New York would be incomplete without a mention of one of the most active men in commercial centers, namely Ebenezer Cook of No. 62 Cortlandt Street. He was established in 1855 in this city, in the retail drug business, which was developed into a very extensive wholesale trade. This he continued until 1878, when financial embarrassment overcame him and forced him to abandon his business. In this year he began in a modest way to manufacture specialties, chief among which were blackberry balsam, Uncle Sam's cough cure, liver pills, hair restorer, etc. He finally conceived the idea of manufacturing what he named Cook's Majoram Cream, an invaluable remedy that is now known the world over as a positive cure for rheumatism, gout, stiff joints, lumbago, soreness of the chest and lungs, pains in the back and side, sprains, swellings, bruises, tumors, burns, scalds, poison of oak, mercury, vines, ivy, sumach, etc., croup, catarrh, cold in the head, bunions, chilblains, tender, fetid or sweating feet, bites and stings of insects, bees and reptiles, salt rheum, St. Anthony's fire, pimples, sun burn, chapped hands, chafing, etc. The extreme excellence of Cook's Majoram Cream has so widely grown into notice, that this remedy is now the panacea for an endless number of ills. Dr. Cook's life has been one of struggle and final supremacy. A native of Point Pleasant, N. J., he began his career as a chemist's clerk at a time when there were but three botanic shops in New York. He is now the acknowledged leading specialist in the diseases that have proven such a bane to humanity. He keeps a constant supply of his goods on hand and by perseverance and energy has built up a trade throughout the country. In business circles, Dr. Cook is a gentleman noted for his strict integrity and high honor. He has fine quarters and a constantly growing patronage.

**LOUIS STRASBURGER & COMPANY**, Diamonds, No. 16 Maiden Lane.—A house in the diamond trade, whose connections are as extensive as its reputation is high, is that of Messrs. Louis Strasburger & Company, whose New York office is located at No. 16 Maiden Lane. For the past thirty-three years this house has carried on a most extensive trade, and it now reaches to all parts of the United States, Canada and South America, with the largest and most responsible firms in the diamond dealing and jewelry trades. Mr. Louis Strasburger, the founder of the undertaking, has had a wide and most inclusive experience in the handling of diamonds and other precious stones, such as rubies, sapphires, emeralds, pearls, etc., and is considered to be one of the best judges of the precise merit of the precious gem, to be found in the city. For the better transaction of the large volume of trade done, the firm have branch establishments at No. 170 State Street, Chicago, Ill., as well as a house at No. 25 Boulevard Haussmann, Paris, under personal supervision of one of his sons, Mr. M. L. Strasburger, where the American buyers make their headquarters and from which the firm have two representatives visiting all the principal cities of Europe. The New York store, at the location indicated, is richly appointed, and fitted with every convenience for the due prosecution of the business; here also, one of the sons, Mr. Alvin L. Strasburger gives his full attention to the business, five competent assistants being employed in handling the goods of the house, under the personal direction of the principal. A very fine selection of diamonds and precious stones of all grades of excellence, is kept on hand; the whole aggregating a value of many hundred thousands of dollars. The firm has a name in the trade for thorough genuineness and reliability that is not excelled by any of its competitors. Mr. Strasburger is of German origin, and came to this country some forty-one years ago, and is director in several banks and president of several institutions.

**CHARLES L. HIRSH & COMPANY**, Importers and manufacturers of Druggists' and Grocers' Specialties, No. 99 North Moore Street.—The importation of and wholesale trade in druggists' and grocers' specialties, is of leading importance among the commercial industries of New York, and has largely contributed to the advancement of its business growth and prosperity. A leading house engaged in carrying on operations in this line, is that of Charles L. Hirsh & Company, situated at No. 99 North Moore Street, near Washington Street. Although a young concern, having only been in operation a year, yet the house has rapidly advanced to a foremost position in the industry, and has a trade extending all throughout New York, New Jersey, Pennsylvania, the east, the southwest, and west to the Mississippi. Six traveling salesmen represent the house on the road. The building occupied has six floors, 25 x 75 feet in dimensions, and is appropriately fitted up throughout. Employing a staff of twenty-five hands the firm carry on active operations as importers and manufacturers of druggists' and grocers' specialties, making leading specialties of borax, bluing, bird-seed, ammonia, witch hazel, potash, chloride of lime, and kindred products. A very heavy stock is at all times carried on hand to meet the demands of the trade, and orders are promptly filled at lowest possible prices. The members of the firm are, Messrs. Charles L. Hirsh and Herbert J. Meyer, two wide-awake, progressive business men. Mr. Hirsh is a native of New York, and was for fourteen years a member of the firm of Leon Hirsh & Sons; Mr. Meyer was with this firm six years. He is a native of Jersey City. We commend this house to the trade as an enterprising and liberal one, and one sure to supply goods in this line of such a quality and at such prices as will insure a continuance of trade relations once entered into.

**WILLIAM G. STEINMETZ**, Architect and Engineer, Temple Court.—This gentleman is a native of Germany and came to this country in 1861. He enlisted as a civil engineer in the war for the union under the command of General John C. Fremont; was taken prisoner and served a term in Libby Prison, and finally lost a leg in defence of his adopted country. In July, 1863, he established himself in his profession in Washington, D. C., taking charge of the United States Treasury extension. From 1867 to 1869 he was engaged in important work for the United States government on the north wing Treasury Building, and in 1870 came to New York to supervise the erection of the city post office, in which he was engaged for five years, and has resided here ever since. He has built the sea wall around the battery, and many of the public and naval stores over the city, and quite recently was brought into prominent notice as the architect of the Carnegie Library at Allegheny, Pa. It is needless to particularize in regard to the work of such a nationally famous architect as Mr. Steinmetz; his fame rests upon a long and eminently successful career. He has designed and supervised the erection of the most advanced class of public and private buildings in this and other cities of the Union, and his architectural efforts have tended to greatly beautify the urban characteristics of the United States. Mr. Steinmetz attends faithfully to details, and he is fully prepared with all necessary facilities to design and superintend the erection of any structure, not only promptly, but with that intelligent apprehension of the requirements of the situation which has caused his efforts to be so highly appreciated. It would be scarcely fair to Mr. Steinmetz to omit in this brief sketch the fact that he was the first to submit a design for the memorial monument to General Grant, the execution of which has so far been delayed for want of sufficient funds. Mr. Steinmetz's conception of this monument is truly indicative of his masterly architectural skill; the proposed edifice being of the most elaborate and artistic description, and comprehending a representation of the presidents for the first centennial period after the Declaration of Independence ranging from 1785 to 1885, with the eminent general as the last president of that period. The monument embodies much other matter illustrative of the Union, and the whole of the design is absolutely original; and if erected would be among the finest pieces of architecture in the country. Mr. Steinmetz received his early training in his native land, and graduated from the Polytechnic School of Germany in 1856. He has been honored in this country in many ways; was Comptroller of Brooklyn from 1879 to 1881, and is held in the highest estimation in both professional, political and social life.

**A.** G. REED, Commission Merchant, Butter, Eggs, Poultry, Beans, Fruits, Etc., No. 327 Washington Street.—Among the most popular and enterprising produce commission merchants of New York is Mr. A. G. Reed who is located at No. 327 Washington Street. This business was established by Messrs. Quick & Reed in 1871 and was successfully conducted by them until 1889, when Mr. Quick retired from this firm and Mr. Reed became sole proprietor. He is possessed of every qualification, including vast practical experience, perfected facilities, and influential connections. He is one of the most popular commission merchants, having a wide circle of patrons, making large shipments of butter daily. The premises occupied comprise five floors 25 x 100 feet in dimensions, filled with a fine assortment of butter, eggs, poultry, etc. Consignments of general farm products are received daily and disposed of to the very best advantage and returns are promptly made. Mr. Reed is an esteemed and active member of the Produce, and also of the Mercantile Exchanges and exercises that policy of integrity and enterprise, fair dealing, and promptitude in closing transactions that renders him universally respected in leading business circles. Mr. Reed also handles a large amount of poultry, of which he has a trade of long standing. His egg department is well worth a visit, as many egg-candlers are constantly employed in the examination of eggs. The credit of this house is A 1 in the trade, ample capital being employed, and liberal advances are made on consignments when necessary. Mr. Reed, who is a native of New Jersey, and a resident of Brooklyn has always maintained an excellent status in social, financial and trade circles, and is worthy of the great success he has achieved.

**C.** HARLES H. STOKES, Fruits, No. 122 Warren Street, the house of Mr. dealer in tropical fruits, is conducted by an experienced and with such keen judgment and that in the comparatively short time, it has succeeded in accruing trade, of such extent and volume, foremost ranks of the business class. Tropical fruits of all kinds grapes, bananas, pineapples, melons reach the house, day after day consignments, from New York and the disposed of through its trusty channels at its command. The 1890, by the present proprietor, Mr. Stokes engaged with his brother. The premises occupied consist of 100 feet in measurement, well arranged for the flourishing trade carried on, warehouse, etc., and the brisk business regarded as a substantial testimony to the reliability and expeditious medium of every description. Mr. Stokes is a native of New Jersey.

**C.** S. SCHREIBER, General Street.—The remarkable business placed it in a position and gained by few other in the city. One of the houses that has exported the largest export trade of New York great proportions is that of Mr. Schreiber located at No. 73 Pearl Street. This reliable house was founded originally by Messrs. Ropes & Co., and has occupied its present premises since 1888. The business of the concern was entered by the present proprietor who entered the firm in 1877. Mr. Schreiber is a native of Denmark and is a thoroughly experienced man in every department of his business, to which he devotes his closest attention and care and at all times shows a commendable perception for the wants of his patrons. His office is amply spacious and commodious, neatly fitted and provided with every convenience for the transaction of business and the comfort of customers. Mr. Schreiber conducts a very extensive export trade on orders and ships to all parts of South America and Northern Europe, handling all classes of merchandise, making a specialty of illuminating, machine and lubricating oils, lard, provisions, etc., and in consequence of his familiarity with the wants of the trade and superior connections, he is prepared to fill all orders with alacrity and under the most favorable auspices. All commissions are promptly filled and it has always been the constant aim of the proprietor to merit by the strictest principles of mercantile probity a continuance of the support the house has always enjoyed. Mr. Schreiber is a pleasant courteous gentleman of superior business ability, a member of the Maritime Exchange and is highly esteemed in social and commercial circles. His New York address is P. O. Box No. 1856 and cable address "Knotweed."

**F.** HUH, Manufacturer of Druggists' Supplies, No. 227 Pearl Street.—In the many manufacturing enterprises now engaged in this city in the making of druggists' supplies, that of Mr. F. Huh, located at No. 227 Pearl Street, is among the most prominent. The chief lines of manufacture pursued by the house are litho, labels, pill and powder boxes, glass ointment jars, and other glass specialties, as well as those of printer and lithographer, in connection with the work comprehended in the title of druggists' supplies. The business was established by the present proprietor in 1885, and the trade now controlled extends to all parts of the country. The premises comprise a floor, having a superficial area of 25 x 100 feet, used as office and manufactory, the latter being equipped with a most approved plant, machinery and appliances pertaining to the trade, four duly qualified assistants being steadily engaged in the manufacturing department. A large stock of the articles enumerated above, as well as many others, too numerous to mention, is always carried. The worthy proprietor, to whom alone is due the credit of so ably and successfully conducting every detail of the undertaking, is a native of Germany and has resided in this city for a number of years.



BOWERY SAVINGS BANK.

Wholesale Dealer in Tropical Street.—Although an incipient enterprise, Charles H. Stokes, wholesale dealer in tropical fruits, located at No. 122 Warren Street, is a dealer of the highest ability; discretion has been directed to time the house has been established to itself a large and flourishing trade that its ultimate position in the city seems little short of a foregone conclusion. The house handles, including apples, oranges, tomatoes, etc., which throughout the year, in heavy consignments from the southern states; to be eventually shipped to the many safe and speedy business was established in May 1890, by Charles H. Stokes, who was previously engaged in the fish and poultry business. The spacious basement floor, 20 x 100 feet, ranged to expedite the transaction as office, salesroom, cold storage, and here conducted cannot but be a testimony to the firm's efficiency as a dealer in the handling of tropical fruits is a native of this city and a resident.

Export Broker, No. 73 Pearl Street.—The growth of the export and commerce of the last quarter of a century has given it a prominence that is as conspicuous in the great metropolis, a considerable influence in the foreign trade and has established a business of C. S. Schreiber, whose office is at No. 73 Pearl Street. This widely known and established business was founded in 1850 by Messrs. R. W. Ropes & Co., and passed into the hands of the present proprietor since 1882, and in consequence of the employment of the original firm as a

**M**AX FRANKEL & SON, Commission Merchants and Distillers' Agents, No. 34 Beaver Street.—A flourishing enterprise depending solely for its success upon the individual efforts of its principals and the superior quality of the goods handled, and employing no agents or traveling salesmen whatever, is that of Messrs. Max Frankel & Son, commission merchants and distillers' agents and importers, located at No. 34 Beaver Street. This undertaking was initiated in 1879, by the present senior partner, Mr. Max Frankel, who ten years later, admitted his son, Mr. Albert H. Frankel, into partnership; at the same time the firm name was changed to its present style. In both the separate branches of the business, a large and fast increasing trade is conducted; and as commission merchants, the firm have, through their excellent business methods, gained the well merited confidence and esteem alike of producers, manufacturers and consumers; from all of whom a liberal measure of support is regularly accorded the house. As distillers' agents, the firm are even more prosperous and successful; they being the duly accredited representatives for the following well-known distillers:—Messrs. J. G. Mattingly & Co., of Louisville, Ky., for standard Bourbon and Pure Rye; the Crystal Spring Distillery Company of Kentucky, manufacturers of the celebrated Crystal Spring Rye, Bourbon and Garland brands; and the West End Distillery Company of Kentucky, for the renowned "Honeymoon" brand of whiskey. The office at the location above named is on the third floor, and is replete with every convenience for the due prosecution of the large trade carried on; which extends to all parts of the United States, among the most representative wholesale consumers. A duly qualified executive staff is retained for the clerical and other duties which devolve upon the undertaking; the two worthy principals both giving their close personal care and attention to every detail of the business. Mr. Max Frankel is of German, and his son of American birth; and the former has resided in this country for the past thirty years.

**D**OMESTIC WATER STILL COMPANY, Charles A. Cheever, President, No. 13 Park Row, Room 37.—The matter of purifying water by a process of distillation has received much wide-spread attention among sanitary engineers and scientists of late years, and as a result notable progress has been made in this direction, in which connection special mention should here be made of the Domestic Water Still, manufactured by the Domestic Water Still Company, Charles A. Cheever, president, and which is an appliance of distinct merit, endorsed by physicians and chemists everywhere. It is entirely automatic and self regulating, is compact and economical in use and is in all respects the most perfect, effective and altogether superior device of the kind ever invented. In short, it supplies truly a long felt want, being an indispensable adjunct alike to the drug store, laboratory, hospital and household and has secured unequivocal recognition, not only throughout the United States and Mexico, but also in Central and South America and other countries. By it water is distilled at a cost of one or two cents a gallon and every still sold is warranted to render absolute satisfaction. The water is supplied to the still by means of a rubber tube connected with an ordinary water faucet, and rises in an outside jacket of the condenser, passing through an opening into a stand pipe in which it rises to the top of an interior overflow pipe, down which a small overflow continually discharges through a rubber tube leading into the sink or basin. The water passes from the jacket by means of a passage into a retort. By means of the overflow pipe a uniform water level is maintained in retort, condenser and stand pipe. The Domestic Water Still Company of which Charles A. Cheever is president, E. F. Andrews vice-president, and E. C. Davidson secretary and treasurer, was incorporated under the laws of the state of New Jersey in 1887. The quarters occupied as office, etc., are commodious and well appointed and the manufacturing is done by contract. Mr. L. E. Evans the efficient general manager, giving close personal attention to every detail of the business. Descriptive catalogue and price list is cheerfully furnished upon application and personal investigation of the working of the still is invited.

**J.** KONVALINKA, Importer, Wholesale Manufacturer and Dealer in Furs, No. 36 Maiden Lane.—The oldest house of its kind in the city of New York is that of Mr. J. Konvalinka, importer, manufacturer and wholesale dealer in fur goods, seal sacsques, jackets and capes, whose well-known place of business is at No. 36 Maiden Lane. This eminent firm, which is looked to by retail traders in all parts of the Union, has conducted its prosperous and far-reaching business from its present center for the past forty-one years, and it is known among fur traders in all parts of the world as favorably as it is among retailers of such goods in the United States, since it imports direct from the various places on the continents where its supplies are to be obtained at first hand. The spacious sales-room at No. 36 Maiden Lane, where an immense stock of sacsques, jackets and capes is kept in every variety and in the most modern and fashionable styles, and where five expert assistants are busily engaged, has its fit complement in the floor above, where thirty skilled work people are employed in making up the handsome garments. Both floors are 50 x 100 feet in measurement, and perhaps no establishment in this line of business does so comprehensive a trade, its furs ranging in prices from \$1.00 to \$1,000 each. The transactions of the house are exclusively for cash, and the high prestige it enjoys enables it to command an immense trade in rivalry with firms who offer credit. A specialty of the house is the storing of goods during the summer and the ripened experience which its long career has given it as to the best methods of preserving costly furs from the ravages of moths, etc., enables it to do this in the most satisfactory manner. Mr. Konvalinka, the popular and respected proprietor is of Austrian birth, but has resided in the United States for forty-four years.

**W.** S. CHAMBERLIN, Investment Broker, No. 115 Broadway.—Mr. W. S. Chamberlin, who has been engaged in business as a general investment broker in this city since 1887, has built up a connection and patronage that extends to all parts of the United States. He enjoys the highest of reputations for affording accurate information and for possessing that intelligence and thorough integrity which conduce to success. Mr. Chamberlin is also prominent in trade circles as the agent for the National Gas Investment Company. This company was organized under the laws of the state of West Virginia, and is the owner of the Sutherland patents for making oil and air gas; the Allen-Harris patents, which cover the only processes for making water gas by a continuous system; and four applications by Sutherland for patents which will shortly be issued, viz.: first, one application for a combination bench of the Allen-Harris and Sutherland systems, by which water gas is made on the continuous plan, and enriched by the cheapest crude oil, instead of naphtha, as formerly used; second, one for a special retort for making gas on a large scale; third, one for a patent oil burner for gas and other furnaces; fourth, an application for a portable gas machine or generator, for use in private houses, hotels, country stores—too distant to be supplied by regular works, and those in towns or cities who may desire cheaper gas. This portable machine has been fully tested and operated, and is found to be also most valuable for supplying gas engines with cheap, effective gas, at about one fifth the former cost, and for supplying fuel as well as illuminating gas, it is not approached by any machine, nor has it indeed, any competitor. These inventions have the following points of superiority to others, viz.: the continuous process of water gas making gives a purer and stronger gas than the cupola, or alternating system, and from less cost, thus giving a superior gas for less cost. This is the only successful water gas system not controlled by the United States Gas Improvement Company. The American Malt Manufacturing Company is the owner of all the patents of John W. Free for the United States, for the manufacture of malt. It has been demonstrated beyond doubt to be the best and only perfect automatic machine in the market for continuous malting. When it is considered there are from sixty million to eighty million bushels of malt used in the United States in a year, and that it costs to make the same from thirteen to twenty cents per bushel by the old methods, and that the actual cost of making it by the Free process is only three or four cents per bushel, it can readily be seen that it will not take long to put this company upon a sound financial footing. Mr. Chamberlin is a native of Michigan, known and honored in commercial and financial circles.

**G.** S. PALMER, Produce Commission Merchant, No. 166 Reade Street.—A review of the representative merchants contributing to the sum of commercial activity in the wholesale fruit and produce district of the metropolis would hardly be complete without more than passing mention of G. S. Palmer, of No. 166 Reade Street. He has been engaged in the line indicated some twenty odd years, having established himself in this line in 1869, and his business career during the entire period has been a record of steady progress and honorable and liberal methods. Mr. Palmer, who is a gentleman in the prime of life, being about forty-three, was born in Ulster County, New York but has resided in this city since 1867. He is a man of the highest personal integrity as well as of energy and sagacity, thoroughly conversant with every feature and phase of the trade, and is a prominent and esteemed member of the Mercantile Exchange, Board of Trade, etc. Mr. Palmer, who comes of sturdy Quaker stock, is a man of stamp and character, and received his early education at a college at Union Springs, New York, conducted by the Society of Friends, later attending a business college for some time, completing his commercial education. He handles largely all lines of foreign and domestic fruits, green and dried fruits, vegetables and southern truck; also poultry, game, eggs, calves, etc., making a leading specialty of southern and tropical fruits and vegetables, and his southern trade, which is of a very substantial character, affords evidence of constant and material increase. Consignments are received from all the fruit and vegetable producing sections of the country, including cranberries from Cape Cod, peaches from Florida, Georgia, and Delaware, sweet and other potatoes from Virginia, watermelons from Georgia and South Carolina, grapes from various points, oranges, lemons, pineapples, semi-tropical fruits from Florida and Southern products generally, while large quantities of apples, potatoes, onions, etc., are handled also from western and middle states. The house is also largely engaged in the foreign trade from Bermuda, West Indies, etc., the connections of the house with producers here being of the most influential character, and large consignments of potatoes, onions, tomatoes, pineapples, etc. are duly received. Its management is characterized by liberal and honorable methods, prompt returns at most favorable market quotations being assured in every instance, and all interests entrusted to Mr. Palmer are certain of being judiciously placed. The premises occupied are commodious, ample and well arranged, and a dozen or more competent salesmen and clerks are employed, the proprietor himself exercising immediate supervision over the entire concern, while a carefully assorted, first-class stock is constantly kept on hand, all orders being attended to in the most prompt and trustworthy manner. The consignments to this house are largely in car lots from the south and the West and every incoming steamer from the South brings heavy invoices of fruits and produce. Mr. Palmer is an authority in all matters relating to this line of trade, keeping himself at all times thoroughly posted on all the phases of the market, and his office is a bureau of information for the trade and to the fruit and trade journals. He has always been one of the foremost in all reform movements in the trade, being on many of the important committees in connection with the Mercantile Exchange, Board of Trade, etc. He refers to all the Commercial Agencies of the United States.

**J.** OHN KRAUSS, Importer and Manufacturer of Baskets and Willow Ware, No. 597 Broadway.—As is scarcely necessary to observe, the wholesale willow ware interest of this city constitutes an important factor in the sum of commercial activity. During the past decade or two the trade has notably increased, and a number of prominent concerns have come into existence. Among those referred to may be mentioned that of John Krauss, importer and manufacturer of baskets and willow ware, No. 597 Broadway. He has been established in business since 1877, and was originally located on Chambers Street, subsequently moving to Walker Street, and has occupied the present quarters about six years. His factory is situated at Lichtenfels, Germany, whence come all his goods; and his trade, which extends throughout the United States, is large and active. The premises occupied by him as office and salesroom comprise a 25 x 300 feet floor and two basements, and are neatly fitted up and well ordered, while a staff of fifteen are employed in addition to four traveling salesmen. A large and splendid assortment is constantly kept in stock, including fancy baskets in artistic designs and exquisite workmanship and in a great variety of sizes and shapes; also a full and fine line of everything comprehended in willow ware; and all orders are promptly filled, while the prices quoted are distinctly low, character of goods considered, substantial inducements being offered to the trade. Mr. Krauss, who is a gentleman of middle age, was born in Germany, and has been in this city about eighteen years. He is a man of energy and enterprise, thoroughly conversant with the trade, and is in short, well endowed with the qualities that bespeak success in commercial life.

**M.** ILLER, SCHENCK & ALLEN, Pharmaceutical Chemists, Euing's Flavoring Extracts, Etc., No. 319 Washington Street, and No. 34 Jay Street.—Although a comparatively short time established, Messrs. Miller, Schenck & Allen, Pharmaceutical chemists, No. 319 Washington Street and No. 34 Jay Street, have already built up a business connection second to few in their line in New York. The secrets of the positive and permanent success achieved by this now widely known firm is not far to seek however, the members thereof being competent chemists and having had a practical experience of nineteen years. They are manufacturers of Euing's fruit flavoring extracts, absolutely pure, prepared from the best materials that money can buy, and which command an extensive sale. These are preparations of a notably superior character, and are maintained at a uniformly high standard of excellence, being noted for their purity, delicious flavor and choice quality; and of their superiority certainly no more unflinching criterion could be adduced than the enduring hold the same have secured on popular favor everywhere. They are, in short, the ne plus ultra of fine fruit extracts, and are in wide and rapidly growing demand in the trade. Besides the goods indicated, this firm are also manufacturers of Euing's essence Jamaica ginger; also the imperishable perfume Florida water and "Giant" ammonia, the most effective and the cheapest cleansing compound known; while they handle bay rums and kindred products, likewise. The quarters occupied as laboratory and salesrooms are commodious, ample and well equipped, the facilities being complete and perfect, and ten or more of a staff are employed on the premises, in addition to four representatives on the road. A large and first class stock is constantly kept on hand here, to meet the requirements of an active and materially increasing demand, the trade of the house extending throughout the United States; and all orders are filled in the most prompt and trustworthy manner. Every article sold by this firm is fully warranted, quality and quantity being guaranteed, while the terms are of the most liberal character; and all correspondence relative to prices, goods, etc., will receive immediate response. Messrs. James Miller, C. D. Schenck and F. P. Allen, who compose the firm, are gentlemen in the prime of life, well and favorably known in the trade.

**E.** TAUNAY, Proprietor, New York City Peanut Roaster Works, No. 226 Hudson Street.—The manufacture of the peanut and chestnut roasters we see so frequently in this city, forms a separate and distinct branch of industry of no little importance, and as evidence of this it is only necessary to make a cursory review of one of the most prominent undertakings of this kind, which is that known as the New York City Peanut Roaster Works, which carries on its operations at No. 226 Hudson Street. This enterprise was established by the present proprietor, Mr. E. Taunay, in 1876 in Spring Street. All kinds of plain and fancy peanut roasters and combined peanut and chestnut roasters are manufactured, and the excellent and artistic designs incorporated into these useful and convenient articles led to a strong demand for them from all parts of the United States, which has steadily increased with each succeeding year, until the firm now has a permanent trade, giving constant employment to three competent helpers, who are kept busily engaged from week to week, to fill the steady influx of orders that reach the firm from all parts, both by mail and through the medium of the traveling salesman who represents the firm in different parts of the country. The premises on Hudson Street, which have been occupied since 1889, consist of a floor, 20 x 40 feet, used as workshops, etc., and are furnished with a complete equipment of tools and appliances pertaining to this somewhat unique manufacture. The able and experienced proprietor Mr. Taunay, is a thoroughly practical mechanic and possesses, moreover, considerable intuitive artistic ability, which he employs to much advantage in designing the different styles of roasters which are made under his close personal supervision. He is a native of this city and now about thirty-four years of age.

**H. S. TAYLOR & CO.,** Manufacturers of Hand Organs, No. 229 Park Row.—For over forty-one years H. S. Taylor & Co., manufacturers of hand organs, No. 229 Park Row, have been engaged in the line indicated, and for the greater portion of the time have carried on business in the present block with uninterrupted prosperity. They are, in fact, the only firm in the particular branch of industry mentioned in the United States, and their productions command an extensive sale throughout the entire country. They turn out a very superior class of instruments, the Taylor & Merello cylinder piano, brass trumpet organs, etc., suitable for shows, saloons, carousals, etc., being productions of exceptional excellence; and their trade, already very large, affords evidence of steady increase. The quarters occupied as factory and salesroom comprise two commodious floors, with ample and complete facilities, and some half-a-dozen skilled workmen are employed. A large and splendid assortment is constantly kept in stock, including new and second hand high grade hand organs in all sizes and styles, of neat designs, elegant finish and fine tone, and every article offered for sale here, is fully warranted to be absolutely as represented, while the very lowest possible prices prevail. Old organs are bought, likewise, and repairing is executed at short notice, all orders receiving prompt attention; and cylinders are furnished at lowest rates for all self-playing organs and pianos. This business was established in 1850 by the present senior member of the firm, who conducted the same alone up to 1880, when he took into partnership C. Merello. Mr. Taylor, who is a gentleman of about sixty, and whose family has been in the same business for over one hundred years has resided in America forty-four years; and Mr. Merello, his partner, who is a man of middle age, is a native of France, but has lived in this country since childhood. Both are men of practical skill and thorough experience, as well as untiring industry, and are masters of their art in all its details.

**DAVEY, BURT, & CO.,** Produce Commission Merchants, Butter, Cheese, Eggs, Etc., No. 70 Warren Street.—Standing prominently forward among the representative commission houses of the metropolis, that conducted by Messrs. Davey, Burt & Co., located at No. 70 Warren Street, has claims upon the attention of the reviewer of the business interests of this city that are possessed by but few houses. The business was established by the present firm at this location in 1888 and its history from its inception has been one of almost unparalleled success. The members of the firm, Messrs. Davey & Burt, were all formerly in the employ of Messrs. R. T. Pierce & Co., who retired from the business when this firm was formed. The members of the present firm are all thoroughly wide-awake business men, fully posted on current rates and our country friends can rest easy on making consignments to this house that they will receive not only the highest market rates for their products but fair and honorable treatment and prompt returns. The trade of the house is largely local, though they sell to exporters. Their goods are received from Iowa, Nebraska, Dakota, Ohio, Illinois, Indiana, Michigan, Minnesota, Pennsylvania, New Jersey, New York, and the New England States, and the connections of the house are so numerous that goods do not remain long on their hands, but are rapidly disposed of. Thus all demands are promptly honored, and the business is steadily increasing in magnitude and importance. To those wishing to establish business relations with a thoroughly reliable commission house we would earnestly recommend that of Messrs. Davey, Burt & Co. Mr. F. W. Davey is a native of New Jersey, about thirty years of age, and has been a resident of Jersey City for twenty years. Messrs. C. W. and C. F. Burt, (father and son) are natives of New York, the latter a member of the Mercantile Exchange. With years of experience and abundance of energy and push which the members of the firm possess, we predict for this house a remarkably prosperous career.

**DAVIS BROS.,** Foreign and Domestic Fruits, Bananas and Pineapples, No. 329 Washington Street.—A reliable house for procuring all kinds of foreign and domestic fruits, in New York, is that of Messrs. Davis Brothers, located at No. 329 Washington Street, a fact which all kinds of wholesale consumers have been keen to observe, judging by the flourishing trade which they now command. The business was initiated by the present proprietors, Messrs. M. and W. G. Davis, three years ago, at No. 349 Greenwich Street, whence it was removed one year ago to its present location to secure better accommodation. Foreign and domestic fruits of all kinds are extensively handled, including oranges, lemons, grapes, pears, apples, bananas, pineapples, etc., and these two latter constitute the leading specialty of the business, being in common with the other lines, of the finest grade of excellence, and guaranteed absolutely fresh and in prime condition by their speedy turnover and the heavy lines in which they are received. The premises occupied consist of a spacious floor, in the basement, 25 x 100 feet in area, used as salesroom and store, every convenience incidental to the business being at hand, and two competent assistants are regularly employed. Both of the energetic and enterprising proprietors are natives of Germany, still young men, and have resided in this country for the past twenty-five years.

**NEWARK LEATHER BELTING COMPANY,** Genuine Fulled Raw Hide and Patent Tanned Lace Leather, Factory and Salesroom Nos. 32 and 34 Ferry Street.—There is nothing connected with modern manufacturing that plays a more important part than belting. By means of this power is transmitted from the engine to the machinery with the least possible loss by friction. At various times inventive minds have turned their attention to the production of belting from substances other than leather, such as cotton, rubber and linen, but in every case with little or no practical benefit. Where the first cost has been lessened, the use of any other than leather belting has always proved to be more expensive in the long run.

The leading house represented in New York in this line is the Newark Leather Belting Company, manufacturers of extra made, pure oak-tanned, short lapped leather belting, genuine fulled raw hide and patent tanned lace leather, whose factory and salesroom are located at Nos. 32 and 34 Ferry Street. This company are noted for making the largest leather belts in the world, and make a leading specialty of electric light belts. The company was incorporated in 1886 under the laws of the state of New Jersey, with Joseph Meier, president, treasurer and general manager; Conrad E. Katsch, secretary. In every respect it would be difficult to find a concern in this or any other country either better equipped or with more comprehensive facilities for the transaction of a large trade and the production of a superior class of goods. The output of this company is considered as the standard in the markets of the country, being unequalled for strength, durability and uniform excellence. By the term "extra made, short lapped" is meant that the shoulder lap is not only shorter, but that the pieces of leather are only four feet six inches to four feet nine inches long. By cutting the leather short, this company cut away the shoulder and all soft and stretchy parts of the hide, that others use in their long laps, thus it is that they discard the thin shoulder parts, and consequently have no use for a long lap in their mode of manufacture; hence the fact, which is generally admitted that their "extra made short lapped," made in this manner, must be superior to the cheap grade long lapped. A good reason for this company's great success is that they do just as they agree, make the best belt that can be made with a fair profit to themselves and save money for their customers, by giving them an honest belt that will stretch very little, run straight, and wear from 50 to 100 per cent. longer than the cheap qualities that are made for price only, regardless of quality of leather, mode of construction, cement used or any other practical points so essential in making a good belt. Orders by telephone "Nassau 307," by telegraph or mail, receive immediate and careful attention, and the trade is immense and influential throughout the United States and Canada. The president and general manager, Mr. Meier, is a native of New Jersey, and is eminently fitted by experience and ability for the responsibilities of his position and is ably assisted by the secretary, Mr. Katsch. The president, Mr. Meier, is the inventor of a new and improved friction wheel, the patent for which was issued December 23, 1890, and is now the property of this company. This friction wheel or pulley combines a body having a straight peripheral face. A series of plies and layers of leather built upon said flat face and forming an oppositely beveled body, the first layer being riveted to the flat face and the succeeding layers being cemented to one another; the whole of said parts being united by bolts which pass through the layers or plies and into the body from points centrally between the two beveled faces of leather. The object of this invention is to avoid, in transmitting power, the use of leather belts and the disadvantages and objections incident thereto, and the same is now in successful use.

**LAMM & CO.**, Wholesale Furniture and Manufacturers' Agents, No. 205 Canal Street.—The well-known and prominent firm of Lamm & Co., though only organized under that trading title in 1890, has long influenced a very extensive trade in various parts of the country as the "Eastern Furniture Association," though then, as now, under the able control of Mr. J. F. Lamm, a gentleman of wide and ripe experience in the furniture line. The firm has the accredited agency for several very eminent manufacturing concerns, and is thus able to supply everything which can in any way come fairly under the heading of house furnishing goods, at prices that challenge comparison with those generally prevailing. Fully corroborative of this is the very complete and comprehensive stock which is carried upon its premises, at No. 205 Canal Street, the four upper floors, each 25 x 100 feet in dimensions, being replete with chamber, dining, drawing and parlor suits, in oak, walnut, mahogany, cherry and other hard woods, in a great variety of new designs and rich and strikingly handsome upholstery. Indeed, the distinguishing feature of the house in each of its departments is the handling—exclusively at wholesale—of fine goods at moderate figures; and its connection is of a correspondingly far-reaching and brisk character. The enterprising, alert and business-like proprietor, who has the assistance of a staff of fifteen employees, is a young man of Indiana birth, well known and popular in this city. Mr. Lamm is also a veteran of the late war, having served on the United States steamship *Allen Collier* of the Mississippi Squadron.

**S. L. WELLS**, Commission Merchant, Butter, Eggs, Fruit, Poultry, Game, Etc., No. 332 Washington Street.—Formerly of the well-known firm of Kingsbury, Wells & Co., who were succeeded by Wells, Melick & Co., which partnership was continued till 1879. Mr. S. L. Wells, upon the dissolution of this partnership by mutual consent initiated his present enterprise in a similar line of business at No. 332 Washington Street, and the intimacy of his acquaintance with the details of the trade itself, with a large number of producers, and with the markets for the disposal of produce, have since been fruitful in the forming of a connection which, under other circumstances, could only have been acquired by the patient labor of many years. Butter, eggs, fruit, poultry, game and other country produce is dealt in by the firm on commission, and consignments are received largely from the west. The undoubted stability of the house is well known among commercial men, but for the benefit of agriculturists in remote parts, desiring to place their produce in the hands of a reliable commission merchant from whom they may expect liberal treatment and prompt settlement, reference is permitted by courtesy to the Irving National Bank. Mr. S. L. Wells, who has efficient help in the conduct of his business, does a brisk trade among dealers in the city, and its vicinity, and is able to place upon the market at the best prices from time to time prevailing, any consignments of good produce of the kinds named entrusted to his hands. He is a native of Ontario County, New York, and well known and highly esteemed in the business circles of this city.

**PETTIT & CO.**, Dining Rooms, No. 136 Water Street.—The oldest establishment of the kind to be found in lower New York is that of Pettit & Co., whose well-known dining-rooms and oyster house are located at No. 136 Water Street. This popular place was first opened to the public in 1845, by Messrs. Pettit & Crook, being conducted under their joint control up to 1868, when Mr. Pettit became sole owner. This is truly a model establishment, conducted on the most liberal scale throughout. Mr. Pettit is a veteran caterer, brought up to the business of ministering to the inner man, and has spared neither labor nor expense in the effort to please the public, and render his house popular with, and the regular resort of the best citizens of New York, and of such transient sojourners as appreciate the good things of life prepared in the highest style of the art, and served in an unexceptionable manner. His success is evident in the splendid patronage he enjoys, some eight hundred persons being his guests daily, and a general air of prosperity and pleasant bustle pervades the entire place. The premises required for the business are a five-story, 25 x 100 feet building which Mr. Pettit built in 1854, moving here from the corner of Wall Street. It is admirably furnished and appointed throughout. The first three floors are used for dining-rooms, the fourth as a store room, while the fifth floor is fitted up as a laundry. Guests of Mr. Pettit are provided with tempting meals, including every substantial and delicacy of the season, served promptly by polite and attentive waiters at comparatively very low prices. This is also a leading shell oyster house, and patrons may have the luscious bivalves opened before their eyes, as all are opened on the premises, served promptly, neatly, and in any style desired. A force of fifty hands are employed in the various departments of the business, and everything is conducted upon a systematic basis. Mr. Pettit is a native of Long Island and a gentleman of advanced years. His long and honorable business career, enterprise and progressive policy command for him the esteem and respect of all that know him.

**BLIVEN & CARRINGTON**, Manufacturers of Oils and Lubricants, No. 253 Front Street.—An industrial and mercantile house manufacturing, importing and dealing in oils and lubricants, that has attained a position well in the fore-front in its trade, is the responsible and flourishing one of Messrs. Bliven & Carrington, of No. 253 Front Street, established in 1870 by the talented partners now at its head; Mr. J. B. F. Bliven and Mr. H. P. Carrington, they having been joined in partnership by Mr. J. A. Tussell from 1885 to 1891, when he retired. Every description of domestic and imported oil is handled, inclusive of sperm, whale, lard, neat's-foot, cod, straits, bank, fish oils, and such varieties as are in use by tanners. To that branch of the business relating to lubricants very close study has from the first been paid, and the firm has won a high repute for the supply of such as is exactly suited for a variety of different manufacturing and machinery purposes from the fine oils fitted for delicate and intricate machinery to the cheaper but effective and efficient compounds designed for rolling stock, belting and other such purposes. Of those for which it is specially famed, are its "Lubricating Cream," for journals and parts revolving at a high speed generally, and "Spermoline Compound," of unrivaled value in the factory for machinery of a variety of kinds. Of the extent of its trade in every part of the country, which has grown out of this, and of its generally admirable and progressive methods of transacting business, as well as its practically limitless resources for obtaining each kind of merchandise handled at inside figures, some idea may be gathered from the fact that its premises consist of two fine five-story buildings, each 40 x 88 feet in size, a force of twelve clerks, porters and others being regularly engaged in the manipulating and shipping of goods from the enormous stock carried; the trade done being wholesale only, and business of huge volume being influenced by the five experienced commercial travelers, representing the firm on the road.

**CHARLES E. FISK**, Chair Manufacturer, No. 442 Pearl Street.—The furniture manufacturing interest in this city is of such magnitude that it is advantageously divided into several branches, each line of production constituting a business of great importance. One of the most prominent of these departments is the manufacture of chairs exclusively, for domestic markets. A well-known house in this specialty is that of Mr. Charles E. Fisk, No. 442 Pearl Street. He manufactures principally dining-room, kitchen and bed-room rocking chairs, in great variety of patterns, employing thirty mechanics in putting together and varnishing them. The factory is a five-story building, 25 x 100 feet in dimensions, and thoroughly equipped with all the requisite machinery, tools, etc. A large assortment is always carried in stock, adapted to the requirements of the local and near-by trade. The goods find ready demand, being first-class in material, style and workmanship. The business of this house was established in 1878, when the firm was R. C. Fisk & Son. In 1884, Mr. Charles E. Fisk became the sole proprietor, and has continued to carry on the business very successfully. He is a gentleman of middle age, was born in New England, and has been a resident of this city about twenty-one years. As a manufacturer he is thoroughly proficient in all the details of the trade; and as a business man he is enterprising, honorable and highly respected.



**M.** H. KLING, Importer of Diamonds, Manufacturer of Diamond Jewelry, No. 192 Broadway.—Of the comparatively newly established enterprises in the city which are being built up in response to the increasing demand for the very highest qualities of diamond jewelry, the firm of Mr. M. H. Kling is one which merits special notice by reason of the rapid strides it has taken by the conscientious and skilled exercise of its functions as importers of diamonds, and manufacturers of diamond jewelry. Undertaking both ramifications the firm is able to secure a supply of diamonds of the first and second water of rare luster at first hand from 1-64 to 5 karat and upwards, at prices ranging from \$65 to \$200 per karat, and, after having them cut and polished to its requirements, to mount them in a reliable manner, in jewelry of its own manufacture, noted for the strikingly beautiful and chaste character of its design, and the excellence of its fashioning. Though only so recently founded the firm has become most widely known among retailers of really high grade jewelry, and its patronage is drawn from all parts of the United States. Eligible offices are occupied at No. 192 Broadway, and the handsome appointments of which, include two large safes, for the custody of its valuable stock, and the staff employed in the industrial branch of the business is composed of the most expert workmen. Mr. M. H. Kling, who is himself thoroughly expert, and a high authority on matters effecting the trade, is a gentleman of European birth, who has lived in New York for a number of years.

**R**ULAND & WHITING, Real Estate, Temple Court, Corner Beekman and Nassau Streets.—A very famous old real estate agency is the prominent and responsible house of Ruland & Whiting of Temple Court, known under its present trading title during the past twenty odd years, and with which the present partners, Mr. M. A. Ruland and Mr. W. H. Whiting, have been associated during the whole of its long career. The firm has, moreover, always had its offices at the same spot, with the exception of one year, during which the pulling down of its old building and the erection of the renowned Temple Court in its place was being accomplished. The partners are men of note in their profession. Mr. Whiting has this year been elected as the first mayor of the borough of Bound Brook, N. J. They are popular members of the Real Estate Exchange, and command a very influential trade in every department of real estate business. In the making of sales of property and the conducting of negotiations and bringing them to a successful issue in respect to transactions involving large sums they have played a most important part in this city, and are among the most trusted men in their profession; the Temple Court Building among many others being under their entire control as agents. Both gentlemen are of middle age, and Mr. Ruland, who was born on Long Island, lives in Brooklyn, while Mr. Whiting, who was born in Brooklyn, resides at Bound Brook, New Jersey.

**T.** MILTON SHAFTO & CO., Sole Agents Philadelphia Fire-Proofing and Brick Company, Times Building.—Though but a short time established in this city, T. Milton Shafto & Co., sole agents for the Philadelphia Fire-Proofing and Brick Company and Philadelphia Brick Co., with New York offices in the Times Building, and Philadelphia office in the Builders' Exchange, have already built up a large business in and around the metropolis. Their trade, which extends throughout the United States, affords evidence of steady and substantial increase. This enterprising and widely known firm (which is composed of Messrs. T. Milton Shafto and F. A. Fowler) was established in Philadelphia some seven years ago, and on January 1, 1891, opened the New York branch, which is under the efficient management of the senior member, Mr. Fowler being in charge of the Philadelphia end of the business. They are prepared to quote prices on all kinds of fire-proof building material, fire-brick and tile, also buff, mottled, pink and gray brick, Philadelphia Brick Company red-pressed and stretcher brick, and can fill the largest orders at short notice, enjoying exceptional facilities in this respect. Messrs. Shafto and Fowler, who are gentlemen in the prime of life, are both men of thorough experience, of energy and business ability, and are active members of the New York and the Philadelphia Building Exchanges.

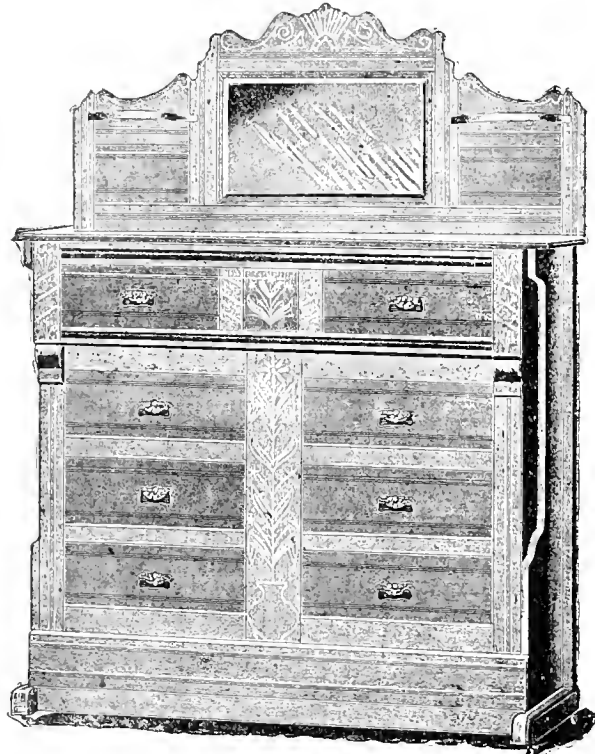
**T**HE HECLA POWDER COMPANY, No. 239 Broadway.—In the manufacture of dynamite the Hecla Powder Company of this city enjoy a world-wide reputation as manufacturers of Miners' Friend dynamite. This company was incorporated in 1880 under the laws of the state of New York, and is officered and managed by J. E. Morse, vice-president and treasurer; Ralph G. Morse, secretary. Miners' Friend dynamite is a complete nitro-glycerine compound, manufactured under the most improved process known, and with the most porous and effective absorbents. All material used is of the best quality. Before incorporating, such material is prepared in the most scientific manner, and by the most thorough manual incorporation, the greatest uniformity and efficiency are obtained. All nitro glycerine used is practically absolutely free from acid. All grades are formulated to produce a complete combustion when exploded, and, therefore, the greatest volume of gas and the least possible fumes known in a nitro glycerine mixture. Miners' Friend dynamite will not explode from fire or flames, nor from rough handling, or dropping from any height, nor from any shock or collision incident to transportation by team, railroad or vessel. The company claim maximum quality and efficiency, maximum safety and minimum price. They make a specialty of their export trade. Their dynamite is specially prepared and specially packed in a manner to insure it against deterioration from moisture of a sea voyage, or any climatic changes, or exposure in transit to tropics or elsewhere. It is guaranteed to arrive in the same good condition as when shipped. Quality and price defy competition with both domestic and foreign dynamite. It stands unequalled for all submarine or very hard work, while its great freedom from fumes and its great efficiency makes it the best explosive that can be used underground. This company furnished the powder for the excavation at Hell Gate, at the Panama Canal and other places, and now have a capacity of ten thousand pounds per day. Branches are operated in all the principal cities of the country, and sales are enormous everywhere. The company also deal extensively in caps, fuse and electric goods for blasting, and orders, of whatever magnitude, are promptly and carefully filled. Mr. J. E. Morse, the vice-president and treasurer, is a native and well-known New Yorker, a retired naval officer and a member of the grand lodge of F. and A. M., a trustee of the New York Charitable Association of Masons and prominent and popular in social and business life. Mr. Ralph G. Morse, the secretary, is a native of the city, prominent in Masonic and social circles.

**C**ASSE, LACKEY & CO., Manufacturers of Window Shades and Shadings, Etc., No. 275 Canal Street.—Among the firms which have a well-earned title to be classed as prominent and responsible in the window shade line, is the progressive and enterprising house of Casse, Lackey & Co., founded only five years ago, but now commanding a most extensive wholesale and retail trade, the former branch drawing its patronage from all parts of the country. For the manufacture of window shades and shadings, hollands, fringes, etc., for the artistic decoration of shades, and the production of trimmings and shade fixtures, the firm has a factory at Staten Island, provided with a very complete plant, and manned by a large and efficient staff of work people. Of the choice and beautiful products of their labor, a very handsome display is made at the headquarters in this city, which are at No. 275 Canal Street, and consists of a floor and basement, 25 x 110 feet in size, a distinguishing feature of this establishment being the completeness of its stock, which embraces every kind of goods that come within the range of such a trade, in all the standard sizes and colors, and affording a great wealth of choice in the matter of design. This is productive of a very brisk trade, and twelve courteous clerks and salesmen are constantly in attendance. They manufacture for the trade a large line of tapestries for interior decorations, and always have samples on hand to submit. The two principals, Mr. A. J. Casse, and Mr. W. J. Lackey, are old traveling men, and are known all over the country, and their trade is nearly all personal. They are unremittent in their personal supervision of the affairs of the business generally. These gentlemen are natives of New York state, and have become very widely and favorably known in the city.



**H.** THAU, Manufacturer of Electrical and Telegraphic Instruments, No. 120 Fulton Street.—A practical, expert electrician, who is one of the most successful exponents of this profession, is Mr. H. Thau. This gentleman, who is a native of Germany, has long resided in this country, and has been established in business here since 1871. He occupies six large rooms for business purposes, one 20 x 150 feet, the others each 45 x 50 feet in dimensions. The place is equipped with the most improved machinery, operated by steam-power, and employment is given a corps of skilled artisans. Mr. Thau personally superintends matters, and devotes his talents to the manufacture of electrical and telegraphic instruments, models and experimental work, and gear cutting. He sustains an enviable reputation for the superiority of his products, and he has done much valuable work for the Gold and Stock Telegraph Companies, and Atlantic and Pacific Company. He has also done excellent work for Thos. A. Edison, the "Wizard of Menlo Park," and worked with the great inventor when he visited Europe. He still does a large amount of work for him. Mr. Thau is also manufacturer of the Mutual District call boxes, which are such a public convenience. His resources are complete, his facilities unexcelled, and he is amply prepared to satisfactorily meet all demands made upon him.

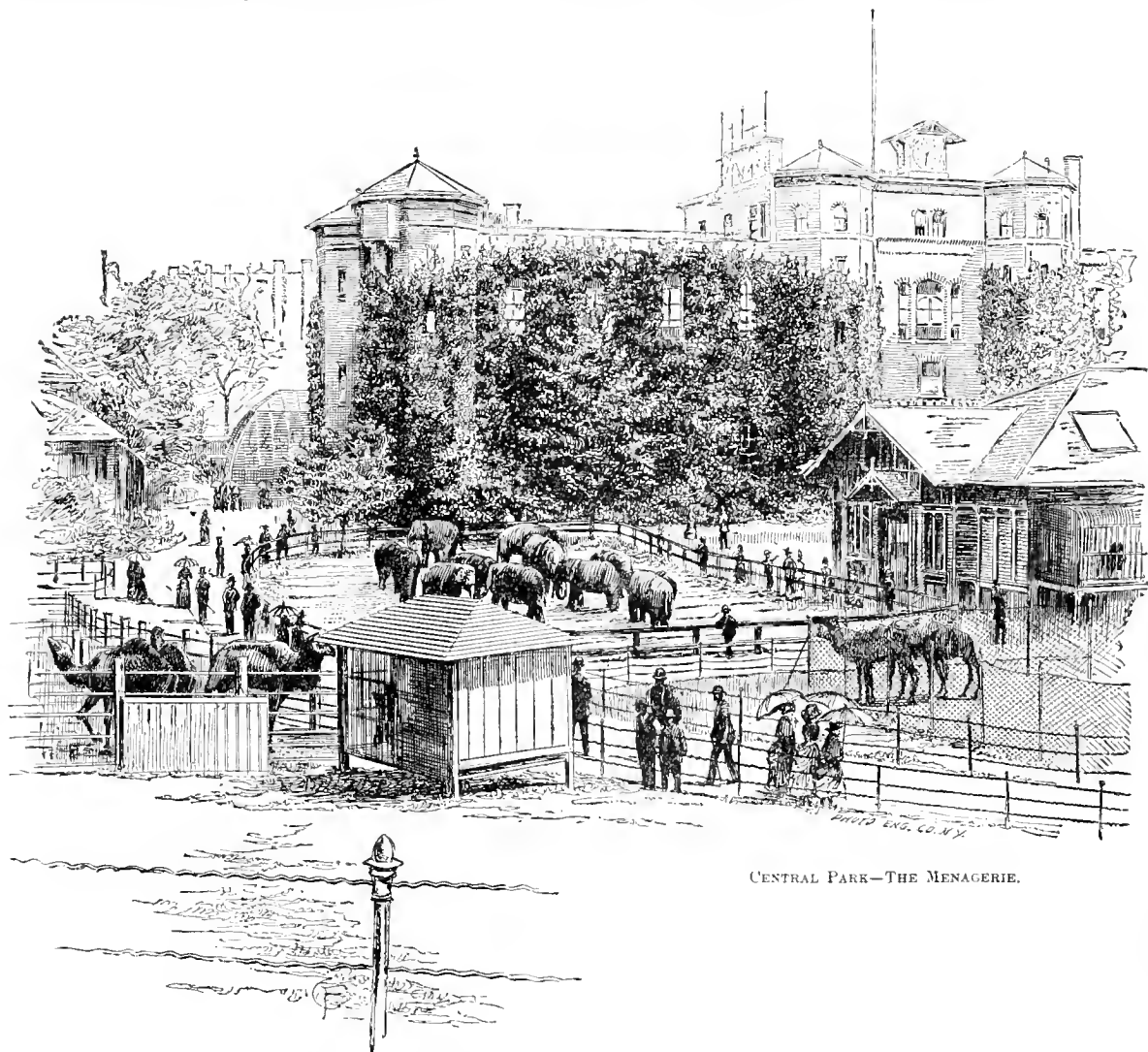
**G.** W. BENT & CO., Makers of Mantel Folding Beds, No. 171 Canal Street.—A noted branch of the furniture industry, and one that has reached very extensive proportions, especially in our crowded cities where rents are high, is that of folding beds, and among the leading houses engaged in the manufacture of these useful and space-economizing articles is that of Messrs. G. W. Bent & Co., makers of cabinet and drapery mantel folding beds, whose headquarters are centrally located at No. 10 Charlestown Street, Boston, Mass., with a branch house in New York at No. 171 Canal Street, and factories at Ossipee and Brookline, N. H. This prosperous and ably conducted enterprise was founded in the city of Boston about 1880 by the present proprietor. The business consisted originally of the manufacture of spring beds, bedding and cushions of all kinds. In 1885 their first folding bed was patented, and since then seven other styles have been placed on the market, all of which have met with much approval and ready sales. In order to introduce their beds in the middle and southern states to better advantage, the branch house in this city was established in 1887, and has been conducted with great vigor and enterprise by Mr. A. B. Bent. The premises utilized here comprise three entire floors, each 25 x 100 feet in dimensions, and constant employment is given a force of about twenty-five workmen in their special lines. On the wareroom floor is to be found a complete assortment of the firm's productions in all the most desirable woods, plain or carved, and finished in the popular colors. The accompanying cut represents the "Star" cabinet bed, which, like the "Columbia" and "Broadway," is simple yet strong in construction, neat in appearance, and easily operated. Upwards of fifteen thousand of these beds are in use.



**M.** L. MORSE, Steam Packing Box Factory, No. 128 South Fifth Avenue.—One of the important branches of industry contingent upon the commerce of this great business center is that of the manufacture of packing cases, and a leading house engaged in this line is that of Mr. L. L. Morse, trading under the name of M. L. Morse. Mr. Morse is a native of Maine, but has resided in New York the greater part of his lengthy life, he having attained the ripe age of eighty-four years. The business is managed by and run under the name of his daughter, Miss M. L. Morse, a lady of excellent business ability. The mechanical department is under the supervision of the foreman, M. J. Sullivan, a native of the Empire State, and fifteen years in the employ of this house. Mr. Morse established this business in 1859, on Greenwich Street, afterwards removing to Prince Street, and taking possession of his present quarters in 1889. The premises are equipped with the most improved machinery, operated by steam-power, and every facility is possessed for the product of a perfect output. Employment is furnished a force of competent hands the year round. Mr. Morse manufactures dry goods boxes, cigar boxes, candy boxes and packing cases of all kinds, and there are over one hundred wholesale merchants in New York and vicinity who receive supplies in this line from this house. The house is in every respect a representative one and well deserving its success.

**B.** ILLFELDER & CO., Importers of Specialties in Stationery, Toys, Etc., No. 524 Broadway.—In noting the representative mercantile establishments of New York more than passing mention should be made of the old and noteworthy house of B. Illfelder & Co., importers and commission merchants for the sale of specialties for the stationery, toy and notion trade which is the largest and leading concern of the kind in this city, and has a world wide business connection. The firm are manufacturers too, with immense factories at Nuremberg, Bavaria and another at Sonneberg with branch house also in London, England, and are sole agents for German slate pencils, the John F. Irish harmonica, Eagle letter copying books and paper, and Illfelder anti-nervous pen holders, while they control the Standard Crayon Company, likewise. This widely and favorably known house was established in 1855, and for some thirty-two years the business was conducted at No. 60 John Street, being moved to the present location in 1887. The premises here occupied comprise the whole of a 50 x 200 feet ground floor and are finely fitted up and excellently arranged, and a large staff of clerks, salesmen, etc., are employed, the firm employing altogether about nine hundred hands. A vast and varied assortment of goods is constantly carried in stock, including a multifarious collection of useful, novel and ingenious articles in the line of specialties for the stationery, toy and notion trade and all orders receive immediate attention while bottom prices are quoted, exceptional inducements being offered to dealers. The firm is composed of Messrs. Leopold Illfelder, Max Illfelder, Sig. Levy, the two first named being the European representatives of the concern and the latter the resident New York partner. Mr. Jesselson, the European buyer, is a gentleman of middle age and a native of Germany, but a resident of this city many years, and a man of thorough business experience.

**W.** G. CREAMER & CO., Manufacturers of Fine Artistic Metal Work, Hot Air and Ventilating Registers, Nos. 96 John and 19 Platt Streets.—Among the old manufacturing establishments of New York that have attained a wide celebrity in the manufacture of everything made of metal that goes in railroad passenger cars is that of Wm. G. Creamer & Co., No. 96 John Street.—The senior partner of the establishment was the inventor of the Creamer Safety Brake in 1852. This was the first successful brake made that gave the engineer the facility of applying all the brakes of a train. It was extensively used up to 1872, when it was superseded by the air brake. Of late years, Mr. Creamer has given a large amount of study to ventilating appliances for cars, and his methods are used all over the Union. The necessity of improved ventilation on cars is self-evident and needs no argument. If it did, it is only necessary to get into a crowded sleeping car at midnight, and it will be soon realized that the atmosphere is vile to the last degree. Space will not allow of a detailed description of the methods used. The factory of Mr. Creamer is located in Brooklyn on half the block bounded by Court, Smith and Grinnell Streets. All kinds of hot air registers are also made of iron and brass, as well as a great variety of brass work for house and ship use. In the busy season about one hundred hands are employed.



CENTRAL PARK—THE MENAGERIE.

**J**OHAN CROTTY, Proprietor, Maplewood Paper Mills, Warehouse No. 53 Crosby Street.—One of New York's noteworthy paper warehouses is that of John Crotty, and its trade extends all over the United States. Mr. Crotty, who is proprietor of the Maplewood Paper Mills, Maplewood, N. J., manufacturers of Bogus and No. 2 Manilla papers, is a gentleman in the prime of life and a native of Ireland, but has resided in this country since boyhood. He has been established in business about eleven years, being formerly located at No. 338 Broome Street, and from the start has been steadily pushing his way to the front. The mill is a perfectly equipped plant with ample and excellent facilities, and some forty-five in help are there employed. The warehouse premises occupy three 30 x 130 feet floors, and are well appointed and conveniently arranged, everything about the establishment indicating order and admirable management. An exceedingly large and first-class assortment is constantly carried in stock here, including besides Bogus and No. 2 Manilla papers, in great variety, also straw and other wrapping papers, straw boards, twines and kindred articles, and all orders are attended to in the most expeditious and trustworthy manner, an efficient staff being in attendance. Mr. Crotty, who exercises immediate personal supervision over the entire business, is enabled to quote bottom prices by reason of the manifest advantages he enjoys, offering exceptional inducements to dealers and large consumers.

**W**M. T. VAN ZANDT, Real Estate, Office No. 169 William Street.—Among the down-town real estate businesses, that of Mr. William T. Van Zandt, at No. 169 William Street, well known as the office of the Van Zandt Estate, is among the most important, by reason, among others, of the exhaustive knowledge possessed by its proprietor—a venerable gentleman of seventy-two years—of real estate matters throughout the length and breadth of the city, his close familiarity with all that has taken place of any importance in connection with the buying, selling or exchanging of property, his sound judgment in estimating the present and probable prospective value of city lots; his versatile knowledge of the laws relating to real estate affairs, and his great discretion in the management of estates throughout. Mr. Van Zandt was born in the house where his busy office is located, a house one hundred and twenty-five years old, which was his mother's property; and in addition to having the management of the Van Zandt and other estates, is entrusted with the conduct of a great number of very important transactions of all kinds. Mr. Van Zandt has among his other important posts, the chairmanship of the Committee of Lunacy Reform, whose object is the prevention of people alleged insane being improperly and forcibly put out of the way in asylums.

**F**ELKER & GORDON, Glass and Glassware, No. 39 Barclay Street.—These gentlemen are associated partners, and exhibit at their establishment a very large assortment of glass and glassware of various descriptions by eminent makers for whom they are the selling agents. They have eligible and finely appointed premises consisting of a floor 30 x 60 feet in extent, where the display does full justice to the firms they represent and to themselves, and an examination of which leads to very numerous and large transactions by some of the most extensive and keen purchasers of the classes of goods handled. These consist of tumblers manufactured by the Rochester Tumbler Company, chimneys, lamps, founts and jars from the works of the Thomas Evans Company, pure lead glass chimneys from the Peerless Lead Glass Works, etc. The reliable articles sent out by these prominent houses are well known and their representatives find no difficulty in commanding a far reaching foreign and domestic trade. The agency immediately under notice was founded by Mr. Walter Scott in 1878 and Mr. J. E. Gordon became his associate in 1880. Mr. Scott died in the year 1884, and Mr. Foy succeeded him in the business, and on Mr. Foy's retirement from the agency in 1890, Mr. H. M. Felker succeeded him, and the enhanced expansion of the business which is still taking place has amply justified this business arrangement. Mr. Felker, who is a native of Pennsylvania and has resided in New York only one year, is member of the Masonic body, while his partner, Mr. J. E. Gordon, is a native of New Jersey and has lived in this city for twelve years.

**H**UGHES & ROSS, Dealers in Staten Island Real Estate, No. 47 Broadway.—Messrs. Hughes & Ross have been engaged in the line indicated about six years, and from the first have been highly successful in building up a flourishing business. They are men of the highest personal integrity, as well as of energy and sagacity, and persons having business relations with them are assured of liberal and honorable treatment. Messrs. Hughes & Ross, who are large property owners throughout the island, have for sale 2,000 choice lots at New Dorp, as many more at Oakwood and about 1,000 lots at Gifford's, all of which they are offering at exceedingly low figures, and on exceptionally easy terms. Lots are sold at \$100 and upwards, according to location, and title to same guaranteed, while houses are erected thereon and improvements generally effected for purchasers, on the most liberal terms.

**T**HOS. W. ELDRIDGE, Real Estate, Room No. 527, No. 5 Beekman Street.—In founding their business four years ago as real estate agents, Messrs. Arnoux & Eldredge realized that in catering to this need they must provide business men with homes farther afield than were yet readily accessible by train, and they very wisely arranged for the negotiation of lots on time payments, that were located along the New Haven, Harlem, New York Central and Hudson River Railroad, and the New York and Northern railroad; and in these sections, as also at Ardsley, at Elmsford, and along the Sound, they have for sale on the easy purchase plan some of the most desirable lots that are to be acquired by New York men; and also finely located residences to let. The principals, who conduct a general real estate business, and give representation to every branch in a really able manner, though only four years engaged in their present venture, are gentlemen of long and ripe experience; Mr. Arnoux having been identified with the profession since 1866, and Mr. Eldredge having been a real estate agent in the west for ten years. In the arranging of loans on bond and mortgage the firm's services have been of great value, by reason of the commendable solicitude shown for the best interests of clients. Mr. Arnoux, who is a middle-aged gentleman of well-deserved popularity, was born in this city, while Mr. Eldredge, who is a young man was born at Binghamton, New York.

**H**INRICHS & COMPANY, China and Glassware, Etc., Nos. 29 to 33 Park Place.—This house is in all respects, a thoroughly representative concern—one of the largest, most complete and best appointed establishments of the kind in this city—and has a wide-spread business connection. No firm in the line indicated in the United States maintains a higher standing in the trade, and none enjoy a better reputation for fine goods or for liberal and equitable dealing. The stock carried is at once vast, varied and magnificent, and comprises, besides everything comprehended in china, glassware, pottery, lamps and kindred articles, also a number of exclusive and beautiful art novelties, fancy goods, toys, and the most extensive and comprehensive assortment of dolls in the trade. Every article sold here, too, is fully warranted, and rock-bottom prices are quoted in the various departments, exceptional inducements being offered to dealers, hotels, etc.; and those having business relations with this widely known and responsible house are assured of finding the same both pleasant and profitable. The premises occupied comprise seven floors, five, 50 x 100 feet, and two, 75 x 100 feet in dimensions, with commodious, well-ordered salesrooms and a tastefully arranged and admirably conducted retail department, and some fifty of a staff, all told, including clerks, salesmen, porters, packers, etc., are employed. The display is something superb and everything about the entire establishment bespeaks order and excellent management, while the trade of the firm, which is altogether exceedingly large, extends throughout the United States, Canada and Mexico. The stock, which includes full lines of jobbing goods and all the latest novelties, embrace exquisite china tea and dinner sets, chamber sets, ice cream sets, fish and berry sets, bread and milk sets, cuspidors, fruit plates, compots, salad bowls, cracker jars, chocolate pots, motto cups and saucers, mugs and shaving mugs, handsome bisque figures, toy tea sets, china toys and whistles, and other china articles in great variety, rich and beautiful crystal and colored table glassware, crystal, plain and cut bar glass in unique design, and artistic workmanship, elegant vases and delicate porcelain ornaments, toilet and liquor sets, baskets, compots, bouquet holders, etc.; also a splendid assortment of Royal Worcester, Doulton, Alderley, Moores, Jones, Imperial, Crown, Royal, Caledonian, Victoria, Brown, Iron Cross and other art wares, a complete line of C. A. Kleeman's Patent St. Germain study lamps, student lamps, Bohemian colored glass lamps, brass mounted and bronzed lamps, lamps and accessories in endless variety, pedestals, plaques, figures, candelabra, pitchers, mirrors, hall clocks, and Shield library sets, card stand tables, peacocks, statuary, brasses, bronzes, etc., with a multifarious collection of dolls, toys, playthings, fancy articles and small wares without number. This flourishing business was established in 1861 by M. Werkmeister, who was succeeded about forty years subsequently by C. F. A. Hinrichs, who conducted it alone up to 1887 when he associated with him in partnership his son, Louis Hinrichs and A. C. Miel, thus forming the firm of Hinrichs & Company. Mr. Hinrichs the elder, who is a gentleman somewhat past the meridian of life, but active and energetic is a special partner, Messrs. Louis Hinrich and A. C. Miel being the active members. They are men of thorough business experience, fully conversant with the trade, and are well known and deservedly esteemed, alike in commercial circles.

**JOHN FISH**, Mechanical and Consulting Engineer, No. 161 Maiden Lane.—One of the most eminent of the mechanical and consulting engineers in this city is John Fish. He has been established in business fifteen years and conducts his operations in all parts of the country, giving employment to a number of skilled assistants. An Englishman by birth, Mr. Fish has been in America for the past thirty years and is now a gentleman in the prime of life. He is regarded as one of the most reliable men in his line and was for a period of nine years with the Stevens Monitor in Hoboken, as mechanical engineer. He was also with the Delamater Boiler Works in Fourteenth Street. He furnishes plans, specifications and estimates of machinery, superintends the construction of the same and makes a specialty of designing and planning new and improved machinery. Mr. Fish has a fine office upstairs, 25 x 50 feet in space, where he receives his patrons. He is popular among his clients and constantly increasing his already extensive business.

**ROBERT G. THOMAS**, Hope Mills, Importer and Jobber in Teas, Coffees and Spices, Manufacturer of Mustard and Spices, No. 171 Duane Street.—Among the staple and more important industries of this city, the trade in teas, coffees and spices is represented by houses whose operations form a considerable proportion of the commercial transactions of New York. Based upon the supply of the everyday demands of life, the extension and increase of this branch of trade bears a direct relation to the general prosperity and increase of population and wealth, resulting in improved facilities for the supply of the demand thus created, and the acquisition of enlarged business by the houses engaged in the trade. One of the most notable and best known establishments of the kind is that of Mr. Robert G. Thomas, proprietor of the Hope Mills, located at No. 171 Duane Street. The trade of this house extends throughout the United States and it has fifteen traveling representatives on the road. The enterprise was inaugurated nine years ago by the name of the Hope Mills, and has been under the proprietorship of Mr. Thomas for six years. The management has been characterized by liberality, progressiveness, energy, promptness in meeting obligations, a careful study of patrons' interests, while the house has become noted in the trade for the superiority of its goods. As a consequence the volume of trade transactions has grown so that now a yearly business of more than one million dollars is done. The premises occupied comprise a five-story warehouse, 30 x 100 feet in dimensions, and it is fitted with all the latest improved machinery for coffee roasting and grinding spices, while employment is given twenty experienced hands. Mustard is manufactured here in quantities, this house being the largest engaged in that business in the city. A heavy stock is carried of the choicest teas, coffees, mustards and spices and orders of any magnitude are promptly met. He packs in a two pound can attractively labeled a very superior roasted coffee under the name of Café Royal. This brand is becoming deservedly celebrated and the best judges of coffee in the city are daily testifying to its superiority by giving it the preference over all others. Mr. Thomas is a native New Yorker and has a high standing in the community. He is a member of the Coffee Exchange and a thoroughly representative New York merchant and citizen.

**RIPLY & COFFIN**, Contractors, No. 50 Broadway.—Ripley & Coffin are among the oldest and most responsible firms engaged in their line in this city. The business was established in 1855 by Smith & Ripley, and as such was conducted up to about five years ago, when the present copartnership was formed. The individual members of the firm are Messrs J. Wright Ripley, and J. W. Coffin, both of whom are New Yorkers by birth. They are men of thorough practical skill and experience, as well as of energy and enterprise, and are fully conversant with every feature and detail pertaining to the class of work to which they devote their attention. Mr. Ripley, the senior member, who has been successfully engaged in the business for upward of thirty-five years, is a recognized authority on matters pertaining to railroad construction, the building of water works, bridges, docks, tunnels, dams, etc., and Mr. Coffin, who studied at Yale, is an expert civil engineer, with an odd quarter of a century's experience in the exercise of his profession all over the United States. They have complete equipment, and are prepared to give estimates on all classes of work in the line above indicated; and all contracts undertaken by them are certain to be performed in the most careful, competent and trustworthy manner. Among the more noteworthy achievements attesting their skill and ability may be mentioned the Campbell Wall connecting railroad, the Poughkeepsie Bridge approaches, the Dunderberg Spiral railroad, and many others equally worthy of mention.

**CHARLES HANIMANN**, Mechanical Engineer and Draughtsman, No. 115 Broadway, Room No. 148, and No. 501 W. Fifty-second Street, Corner of Tenth Avenue.—Perhaps in no branch of industry, science, or art, has the march of progress left such indelible imprints during the last half century as in the sphere of activity devoted to the construction of machinery of all kinds. The improvement and the marked development of mechanical skill, and the advance made in this direction within the period mentioned is among the most notable features that mark the age of progress in which we live. Of those who have made a most enviable reputation for skill and ability in the line of mechanical drawing and kindred branches in the metropolis, not many stand higher than Mr. Charles Hanimann, mechanical draftsman, whose office place is centrally located at No. 115 Broadway, Room No. 148, with residence at No. 501 W. Fifty-second Street, corner of Tenth Avenue. Mr. Hanimann, who is a young man, active and vigorous, was born in Switzerland, and has been a resident of this city since 1885. He is a thoroughly practical and expert mechanical draughtsman, with some eighteen years' continuous experience and a thorough master of mechanical designing, construction and calculation, and being well endowed with the energy and foresight proverbial of his countrymen the world over, he embarked in business on his own account in 1888, and at once developed a large and influential patronage. Mr. Hanimann makes a specialty of all kinds of mechanical drawings for inventors, machinists, engineers, etc.; also the designing, calculation and construction of mechanical appliances, machines and apparatus, and particular attention is given to patent office drawings for inventors; also tracings, copies and sun prints, while complete sets of general and working drawings are executed in the most correct styles at exceedingly low prices. Having been the greater portion of his life engaged in studying the science of mechanics, his services are much sought after by inventors and practical machinists as an adviser how to meet and overcome difficult and abstruse problems involved in their work, and which are attended with most successful results. Mr. Hanimann is highly respected by the community for his ability and integrity, and conducts his business on the soundest principles of honor and integrity.

**NOLAN & BOARDMAN**, Pure Hydro-Carbon Gas Black, No. 824 Temple Court.—The productions of some of our leading manufacturers engaged in this line are a distinct triumph of skill and sustained efforts in which connection special mention should be made of the pure hydro-carbon gas black prepared by Nolan & Boardman. It is manufactured under Letters Patent of September 17, 1872, March 23, 1875 and May 10, 1881 and commands a large sale all over the civilized world, being by universal assent the most perfect, effective and altogether superior compound for the purpose intended on the market. It is in short, the ne plus ultra of pure carbon black, being maintained at a uniformly high standard, and the demand therefore afford evidence of steady and substantial increase. Messrs. Nolan and Boardman have works in Western Pennsylvania and West Virginia, using the gas fields as a source of fuel supply and make gas black exclusively. They employ a large force of help in the industry and have branches also in London, Paris and Bibberoch, Germany, doing a flourishing trade. The firm are prepared to fill orders for any quantity, either for home or export trade, at the lowest possible figures, consistent with quality of goods, quoting rock-bottom prices. This prosperous business was established in 1872, and under the style of the Carbon Black Company was conducted up to about ten years ago, when the present firm name was adopted. Messrs. Albert V. Nolan and John Boardman, Jr., the individual members, are men of energy and enterprise as well as of skill and many years experience in this line.

**OSTBY & BARTON**, Manufacturers of Solid Gold, Engraved and Plain Band Rings, New York Office, No. 156 Broadway.—Ostby & Barton is a firm known among the best retailers of jewelry from Maine to California as manufacturing jewelers, the center of whose industry is at Rhode Island. Messrs. Ostby & Barton established their concern in the year 1879, and their factory at No. 80 Clifford Street, Providence, R. I., is now manned by a staff of two hundred expert working jewelers. Such prosperity is, of course, mainly due to the high quality of the goods which are sent out from the factory and is largely contributed to by the able manner in which the house is represented in this city where their head office is at No. 156 Broadway. Traveling salesmen represent the house upon the road, and every section of the country is systematically visited. The speciality of the firm is the manufacture of solid gold, engraved, plain, stone and emblem rings, and also the superior triple crown filled ring, also a full line bonnet pins for the production of each of which the establishment has a high reputation. In the New York offices, which are 25 x 25 feet in size, and handsomely appointed, a choice display of these goods can at all times be seen, and quotations obtained, and no small proportion of the firm's business is done through this office by its active and able manager. The proprietors are Mr. E. C. Ostby and Mr. N. B. Barton, both middle aged gentlemen, long residents of Rhode Island, and respected, not only in the cities where their premises are located, but in all the cities of the Union where their customers are to be found.

**NEW YORK TAG AND LABEL MANUFACTURING CO.**, No. 431 Broome Street.—Mention should be made in this review of the New York Tag and Label Manufacturing Co., whose tags and labels command an immense sale, being in wide-spread and constantly increasing demand throughout the United States, as well as England, Germany, Australia and other foreign countries. They manufacture merchandise and shipping tags and gum labels and, in short, tags and labels in every shape, size, style, design and variety, and can fill the largest orders, at shortest notice, employing upward of one hundred hands. A vast and varied assortment is always carried in stock, while anything in the line indicated is manufactured to order, likewise, in the most expeditious and excellent manner, satisfaction being guaranteed in every instance. Estimates are cheerfully furnished and bottom prices quoted, the company offering substantial inducements to the trade and large consumers. This flourishing business was established in 1878 by Mr. Heim, who was succeeded about a year later by Wm. B. Steiner, the present proprietor. Mr. Steiner was born in this city and is a man of energy and enterprise, thoroughly conversant with every detail of the business, and is also connected with the firm of Steiner & Co., printers.

**MALONE'S BUSINESS EXCHANGE**, "World" Building.—For the past twenty-two years Malone's Business Exchange now eligibly located in the New World Building has been in existence. It is an institution that fills a distinct and decidedly important niche in the industrial, commercial and financial affairs of the community. The quarters occupied at the present location are convenient and well appointed and the office is open daily from 9 A. M. to 6 P. M. Stores, factories, mills, shops and business places of every description are promptly sold and exchanged here at private sale; also mines, mineral lands and all classes of tangible property and no commission is exacted unless transfer is effected or purchaser procured. Mercantile and manufacturing enterprises are promoted, capital is obtained for merchants, manufacturers, etc., desiring to extend their business and partners are secured, stock companies are organized and promoted, business properties are appraised for individuals, firms, syndicates, executors and others, and books are examined, written up and adjusted by a large staff of expert accountants. Titles are searched and perfected, likewise chattel mortgages, bills of sale, deeds, leases and all other legal documents are carefully drawn up and executed and loans are negotiated, while legitimate, financial operations generally are conducted, and all interests entrusted to Malone's Business Exchange are certain to be handled in the most judicious, capable and trustworthy manner. It also carries on a general sale and exchange of city and country real estate, also exchange of real estate for business places and acts as auctioneers.

**KNIKERBOCKER MILLS**, Wm. J. Stitt & Co. Importers, Manufacturers and Wholesale Dealers in Coffee, Spices and Grocers' Sundries Nos. 154 and 156 Chambers Street.—The widely known Knickerbocker Mills of Wm. J. Stitt & Co., coffee roasters and spice grinders, has for an odd half a century been a distinctly prominent factor in its line. It is, in fact, the very oldest as well as one of the largest and most prosperous establishments of the kind in New York, and has always maintained an A1 reputation for reliable goods. The firm are importers, manufacturers and wholesale dealers, and their trade, which is of a most substantial character, extends all over the United States, the total annual sales reaching a very handsome figure. They manufacture a class of extracts, mustards and kindred articles of exceptional excellence, and import pure select coffees and spices direct, while they handle a line of superior grocers' sundries. Coffee is roasted here for the trade, and spices are ground to order, in the most expeditious and trustworthy manner, the facilities of the concern in these special departments being unsurpassed. The premises occupied as mills, office and warehouse, comprise thirteen floors, each 25 x 100 feet in dimensions, which are completely equipped with steam-power, the latest improved machinery, roasting and grinding apparatus and perfect facilities, twelve coffee roasters and ten spice mills being in service, while fifty to sixty of a staff are employed. A vast and varied assortment is constantly kept in stock, and includes besides coffees and spices of every variety, mustards, extracts and condiments; also baking powder, starch, "Dextrine" and kindred grocers' sundries. All orders receive immediate attention, and every article sold is guaranteed, while the prices quoted are invariably the lowest figures consistent with quality of goods. This flourishing enterprise had its inception in 1842, when the business was started by Wm. J. Stitt & Co., the senior member, however, being removed by death a few years ago. The co-partnership now consists of Messrs. George Miller, O. M. Miller, George Sherrill and F. Van Lean, all of whom have been connected with the concern for many years. They are men of thorough experience and business ability, and are active members of the Mercantile Exchange and the Board of Trade.

**JOSHUA LONGFIELD**, Sole Proprietor and Manufacturer of the Celebrated North of England Sauce, No. 259 Greenwich Street.—For delicious flavor, purity and quality, no table sauce yet introduced can begin to compare with the deservedly popular North of England sauce, of which Joshua Longfield, No. 259 Greenwich Street, is the manufacturer and sole proprietor. This is an article of exceptional merit, the very acme of zest givers, and commands an immense sale throughout the whole of the United States, Canada and Mexico, while it is exported largely also to Central and South America. Over one million bottles a year are sold, besides some twenty thousand gallons in bulk, and the demand grows apace. Only absolutely pure and choicest ingredients, directly imported, are used in the preparation of the North of England sauce, and the greatest care is exercised in compounding the same. It is put up in quarts, pints, and half pints for the trade, and can be purchased at remarkably low prices of grocers everywhere, having immeasurably the largest sale of any sauce in America. In addition to the commodious quarters occupied at No. 259 Greenwich Street, this city, Mr. Longfield has a depot also at No. 25 South Front Street, Philadelphia, and No. 514 Hayes Street, San Francisco, Cal., and keeps on hand at these establishments a big stock. All orders for any quantity are filled in the most prompt and reliable manner, and exceedingly low prices are quoted, the most liberal inducements being offered to jobbers, hotels, restaurants and large consumers. Mr. Longfield, who is a native of England, is a man of long and varied experience in the manufacture of sauces, and had devoted years of effort in experimenting before he perfected the formula according to which the "North of England" is prepared. He has been engaged in manufacturing this distinctly meritorious article in New York since 1877.

**M**R. WILLIAM A. LAMBERT, Architect, No. 13 Park Row.—Mr. William A. Lambert, since the founding of his business three years ago, in an office contiguous to that he has occupied since the early part of this year, at No. 13 Park Row, has been recognized, and rewarded by a liberal share of patronage, and the acceptance of a considerable number of his plans for residential work, principally in various parts of New Jersey. The explanation of his labors relating chiefly to that territory is found in the fact that he has resided for nineteen years in that state, and that the intrinsic merit of the first of his plans used there, proved an irresistible attraction to other property owners who were contemplating the erection of buildings, and thus each creditable effort proved an advertisement of his talent, and led to an enlarged demand upon his services. Hence his residence at Nutley, New Jersey, has become a branch office, and the young house, established only three years ago, has secured a connection of a very gratifying kind, a tribute to the intelligent representation given to artistic and graceful architecture, and to the careful provision made for utilitarian purposes, and for all sanitary requirements. Mr. Lambert is a young man of five years' experience in his profession, who was born in London, has lived in this country twenty-one years, and is rapidly winning his way to a foremost place among the architects of this city.

**R**EED & McKIBBIN, Consulting Electrical Engineers, Electric Railway Contractors, No. 2 Wall Street.—Among the most prominent firms of consulting electrical engineers and railway contractors, we note the firm of Messrs. Reed & McKibbin, who occupy spacious offices at No. 2 Wall Street, this city. Although recently organized under this name they are men of wide experience, dating back to the birth of electric propulsion applied to street railways in America. As far back as 1884, although working independently, they were both and have since been actively engaged in the application of electric power. They have been and are now connected with some of the largest and most difficult electrical enterprises undertaken. Due to integrity in all their dealings together with the frank and impartial advice to their patrons, and their unquestioned ability, they have developed a liberal and substantial patronage not accorded to many other firms in this line. They give their attention more especially to electric railway engineering and power plants, prepare designs, estimates, specifications, etc., and are always solicitous for the best interests of those employing them. They enter into contracts of any magnitude and are prompt and reliable in all their undertakings. They employ none but thoroughly skilled and experienced assistants and always give personal supervision to their work.

**E.** OSBORNE SMITH & CO., Real Estate Brokers, No. 5 Beekman Street.—In the real estate world this firm have demonstrated beyond any peradventure its title to the entire confidence of patrons in all branches of real estate business, whether relating to small transactions or those involving large sums of money, and the response to this on the part of large property owners has been the placing of lots in its hands for building purposes in New York, Brooklyn, Jersey City and other contiguous places, and farming land and buildings in all parts of the state. In addition to this, cautious investors and keen speculators find the services of the house of inestimable value, and its discretion in the conduct of negotiations in the capacity of brokers implicitly to be relied upon. It has money to loan on bond and mortgage, and while in such matters showing a commendable solicitude for the welfare of its clients, also regards their social standing by guarding their professional secrets inviolably. The general management of estates is undertaken, while insurances where desired, is effected with an intelligent care, and the services of the house thus rendered complete. A specialty is made of twelfth, twenty-third and twenty-fourth ward properties. The markedly successful principal, who is a young man of New York City birth, is only twenty-six years of age, and the prominence he has already won in his profession—due exclusively to his own energy and well-directed talents—gives promise of placing him at an early date in a position of assured pre-eminence.

**S.** JARMULOWSKY, Banking, Passage and Commission House, No. 54 Canal Street.—A private banking house which has stood the test of a twenty-four years existence is that of Mr. S. Jarmulowsky, a firm affiliated with others at Hamburg, Bremen and Luebeck; the first of which is known under the same trading title as that in this city, and the other two as S. Jarmulowsky & Co. All kinds of commission and exchange business is transacted on favorable terms, and passages are booked by the leading Atlantic steamship lines, the firm having the accredited agency for the North German Lloyd, Union Line, Red Star Line, Hamburg-American Packet Company and others. In this branch of its business no pains are spared to ensure the comfort and convenience of its clients, and in all monetary transactions a scrupulous regard to strict integrity and the highest code of commercial honor is observed. The able principal is a gentleman of middle age, of Russian birth, whose prolonged residence in this city has been productive for him alike of individual popularity and commercial success.

**K**OCH & DREYFUS, Diamonds, Watches and Jewelry, No. 22 John Street.—The reliable house of Koch and Dreyfus, is one dating its foundation back to the first half of the nineteenth century, and counting the United States, South America, and Canada as within the scope of its ordinary transactions. Trading in such costly articles as diamonds, high-class watches, and the richest of jewelry, the concern has the services of fifteen competent employees in coping with the enormous business it does over the far-reaching field specified. Its place of business is at No. 22 John Street, where it has sumptuously furnished offices and handsomely appointed show rooms 25 x 60 feet in size, and where a very heavy stock is kept. This embraces from time to time costly consignments of diamonds of the first water, watches of various makes, of approved and reliable movement only, and jewelry of the newest and most pleasing designs and fashioning. For the due and careful storing of these the firm has four large and strong safes. The principals of this well-known and responsible house are Messrs. Nathan Koch, Leon Dreyfus, Jonas Koch and Isaac Pforzheimer, all active in the business, and to whose intimate knowledge of every feature and of the requirements of the trade is due the large measure of success which this house has achieved. The first two and the last named gentlemen were born in Germany, and have each resided in the United States for forty-five years, while Mr. Jonas Koch is of American birth. Known widely in their business capacity, individually also these gentlemen are prominent and popular in New York social and business circles.

**H**ENRY GINNEL & COMPANY, Importers and Jobbers American and Swiss Watches, Tools, Materials, Etc., No. 31 Maiden Lane.—This house has enjoyed over half a century of prosperity in the position of an ably conducted, enterprising and reliable house. It was established in 1839 by Henry Ginzel, who is still at the head of the firm, and long since saw it through the period of experimental existence. He is a native of Switzerland, the land that is scarcely more famous for its love and defence of liberty than for the watches that have been the best constructed and most reliable for centuries. He is a substantial and respected citizen, a Master Mason and also a master in his business. He has belonged to the honored fraternity, in which he holds a Master's degree, since 1841, and is among the oldest in the city. In the firm is his son, W. S. Ginzel, who was to the manner born; and F. R. Simmons, a son-in-law, who has the family talent for the conduct of the business so long carried on. Both are driving, capable and upright young men. They import largely of Swiss watches, doing a heavy jobbing trade in these as well as the best American watches, they also handle the finest lines of jewelers' tools and materials, their stock in every department being large and valuable. They have the entire second floor at No. 31 Maiden Lane, employ six competent assistants and do an extensive trade throughout the country.



**AUGUSTINE SMITH & CO.,** Paper Manufacturers and Dealers, Nos. 110 and 112 Nassau Street.—New York boasts of several concerns whose history covers a full hundred years, notable among them being that of Augustine Smith & Co., paper manufacturers and dealers, whose office and warehouse are centrally situated at No. 110 and 112 Nassau Street, with factory (the old Chelsea mills, located at Norwich, Conn., and which can trace its origin directly back almost to the first decade of the birth of the Republic. It is, in fact, the very oldest concern in the line indicated in this country, and ever since the year 1787 has been a factor in the trade. The firm, which is a representative and a responsible one, makes a specialty of book paper, and has a substantial business connection extending all over the United States. The mill is a capacious and well equipped plant, and a large force of help is there employed, the daily output being about fifteen tons of paper. The business premises on Nassau Street, which have been occupied by this time-honored house for more than fifty years, comprise the whole of a 38 x 80 feet four-story building, and a vast and varied stock of printing paper is constantly carried on hand there, while an efficient staff of clerks and salesmen are employed. All orders for anything in the line of book paper are filled in the most prompt and reliable manner, and bottom prices are quoted, the most liberal inducements being offered to the trade, and relations once established with this veteran concern are reasonably certain of leading to a permanent business connection. The present co-partnership consists of Messrs. Augustine Smith, Robert H. Tillson, Edgar Ryder and George La Monte, all gentlemen of middle age, and residents of New York. The senior member has been a partner for nearly half a century, and the others being admitted in the order named. Mr. La Monte enjoys the distinction of being the inventor of the safety paper used for checks, drafts, bonds, securities, etc.

**LUCIUS HART & CO.,** Importers and Dealers in Pig Tin, Antimony, Pig Lead, Spelter, Etc., No. 8 and 10 Burling Slip.—This is one of the pioneer importing houses of the metropolis, and is one of the best known establishments of the kind in this country. It was in 1830 that Lucius Hart, Sr., now deceased, inaugurated this business on a comparatively small scale, as compared to the operations of to-day, and while experiencing all the phases incidental to a business career of over sixty-one years, the house has ever maintained its high reputation for being responsible and reliable in all its business engagements, and has long since taken rank with the best institutions of New York City. The original founder, in the course of time and nature, was succeeded by his son, Lucius Hart, Jr., who is the senior member of the present firm, his business associate being C. W. Tarbell. The premises occupied for business purposes comprise two spacious stores, each 25 x 75 feet, at the above address, wherein is stored and in part displayed a heavy and varied stock of the firm's chief specialties in heavy metals of all kinds, such as pig tin, antimony, pig lead, spelter, ingot copper, bar tin, bar lead, bismuth, nickel, babbit metal, solder, etc. The house is a direct importer of these important metals, obtaining their supplies from the best sources extant, and maintaining intimate business relations with every section of this country. Of the personality of the members of this firm, Mr. Hart was born in New York City, and is a gentleman still in the prime and vigor of active manhood. He served in the Civil War, and is an honorable member of Lafayette Post, G. A. R., also belonging to various other societies. Mr. Tarbell is a native of New England, active and enterprising, and both he and Mr. Hart are highly esteemed in all circles here.

**JOHN NIXON,** Glass and Crockery, No. 96 Church Street.—Mr. John Nixon has successfully conducted the New York representation of the Fostoria Glass Company, Fostoria, O., since 1887, and that of Messrs. Thomas Maddock & Sons, of Trenton, N. J., since 1888. These firms are well known throughout the country as being among the best manufacturers of china, glass and crockery that the United States possesses, a fact which in conjunction with the energy, enterprise and long experience of Mr. Nixon, has enabled this gentleman to establish, as he has done, an extensive connection for the manufacturers he represents in this city and the surrounding states. He does most of his own traveling, and has succeeded in securing a patronage among the most representative users in the territory the trade covers. The premises are fitted with every convenience for attending to customers' requirements, and transmitting orders, without delay, to the Ohio and New Jersey factories. Mr. Nixon's arrangements with these are so complete that perfect accuracy and promptitude are ensured in carrying out the instructions of patrons, in regard to both ordinary and special consignments. Mr. Nixon is a native of England, having resided in this country for a number of years.

**AUG. F. BRABANT,** Manufacturer, Exporter and Wholesale Dealer in Every Description of Needles and Toilet Pins, United States Office, No. 54 Warren Street.—Mr. Aug. F. Brabant is a manufacturer, exporter and wholesale dealer in needles, toilet pins, etc., with factory at Redditch, England, and whose United States office is at No. 54 Warren Street this city, and with agencies also in London, England, Paris, France and Kingston, Ontario. Mr. Brabant was born in Kingston, Ontario, but has resided in the United States since boyhood. He established himself in business at Watertown, N. Y., about fourteen years ago and for some time was a dealer exclusively, buying his supplies from importers. By untiring energy and conspicuous ability he soon built up an extensive trade, and in 1881 moved to New York and made his headquarters here. The business grew to such proportions that in order to meet the requirements of the largely increased and increasing demand, he found it necessary to engage in manufacturing and accordingly established a factory at Redditch, England, some four years ago where he employs forty hands, turning out six million needles a week. The Brabant productions now have a world-wide reputation and command an immense sale throughout the civilized globe. The quarters occupied as office and sales-room on Warren Street, are commodious and well ordered and a staff of eighteen are here employed, while over one thousand local agents represent the house throughout the American continent. A vast and varied assortment of the Brabant production is constantly carried in stock here, including besides high grade needles and toilet pins of every size, shape, style and variety, also fancy needle cases and kindred novelties, and all orders are filled in the most expeditious and trustworthy manner. Mr. Brabant, who exercises immediate supervision over the entire system, is ably seconded in the management of the business by his five brothers.

**W. J. CORNELL,** General Commission Merchant, Poultry, Game and Western Produce Specialties, No. 194 Reade Street.—Of the immense bulk of poultry, game and produce specialties generally, which the great west steadily pours into the lap of New York, no inconsiderable portion finds its way to No. 194 Reade Street, the present able proprietor and director of that establishment being Mr. W. J. Cornell, a general produce commission merchant of high repute. The business was established in the year 1860 by Mr. H. S. Worth in the old Washington Market, and took possession of the present eligible quarters in 1888, and the firm began trading under its present name in 1889 upon the death of its founder. The new sole proprietor had been with the house for fifteen of its thirty years of unbrokenly prosperous business, and had been a member of the firm since 1877. Hence, with all of the numerous patrons and correspondents of the house his name was closely identified with its best traditions. For the judgment displayed in the execution of commissions in domestic and foreign fruits and the strict integrity of its transactions, as well as the great promptitude with which its patrons' requirements are filled, the house has an enviable fame which attaches to it also, with similar and equally justified pertinacity in connection with its dealings in berries and small fruits, of which it makes a specialty, and in its far reaching trade in poultry, game and general country produce. The premises at Reade Street are as well equipped as they are commodious, and so equipped as to permit of the storage of choice produce, etc., under the best conditions, on the one hand, and of its expeditious handling on the other, and an efficient staff is steadily employed. Mr. Cornell was born on Long Island and lives in Brooklyn, where he is highly esteemed, as he is also in the business world of this city.



**A.** H. WHITING, Broker, Commission Merchant, Manufacturers' Agent, Purchasing and Forwarding Agent, No. 45 Broadway.—This business was established May 1, 1890, under the style of broker, commission merchant, manufacturer's agent and purchasing and forwarding agent. He deals in insurance brokerage, real estate, effects loans, and, in short, transacts all legitimate business that falls to the lot of high-class brokers. Mr. Whiting was previously a member of the firm of Whiting & Holt, and was engaged in the manufacturing business for ten years before he entered upon his present calling, and from 1882 to 1887 was manager of the export commission house of Emil Demorest & Co. He is a gentleman of correct commercial principles and a loyal observer of the laws of truth. The offices of Mr. A. H. Whiting are neatly arranged on the ninth floor of the building. He is a man of sterling veracity and ability and has already made a brilliant beginning which gives promise of a solid future success.

**S**CHALL & CO., Importers, Manufacturers and Jobbers of Articles for Confectioners, Cake Bakers, Hotels, Restaurants and Caterers, No. 61 Barclay Street.—This firm are extensive importers, manufacturers and jobbers of articles for confectioners, cake bakers, hotels, restaurants and caterers. The business was founded in 1850 by Mr. M. Schall, who died in 1868, after an honorable and successful business career, and was succeeded by his widow, Mrs. Mina Schall, who admitted her brother, Mr. M. Keppler to partnership under the present firm name. The business premises comprise an entire five-story building, 35 by 75 feet in dimensions, divided into manufacturing and sales departments, and a model of elegance, taste and good management in its equipment and appointments. The salesrooms on the ground floor are handsomely fitted up, displaying a splendid assortment of imported confectioners specialties, such as candy boxes in the form of frogs, fish, birds and other animals; while on the next floor are large glass cases filled with cake trimmings of every description, suitable for the most elaborate wedding parties, banquets, etc. Here are to be secured wedding cake and table ornaments, sugar and gum paste, roses, flowers and leaves; wedding cake boxes, feather grass, orange blossoms, etc.; costume mottoes, lace papers for cakes, ornamenting paper and tubes, rubber bags, Breton's vegetable colors, patent composition ornaments and toys, ice cream glasses and plates, sugar and gum paste toys, Christmas tree ornaments, cornucopias, glass balls, candles, etc.; ice cream machines and freezers, candy machines, essences of all flavors, molds for ice cream, toys, pyramids, Charlotte Russe and jellies in lead, tin, copper and Plaster Paris; Easter eggs, individual lead molds, confectioners' stoves, kettles, pallet knives, cake knives, and all kinds of tools for confectioners; icing sugar, French glazed fruits, marons, wafers, pistachio nuts, silver dragee, vanilla beans, wax paper and ice cream boxes, raspberry, and strawberry juice, fancy boxes, imitations, etc. This firm are sole agents for A. Reiche's chocolate forms, and have widespread and influential connections with manufacturers in England, Germany and other foreign countries. They are thus enabled to supply all the novelties in foreign goods as soon as they are put upon the market, while as designers and manufacturers they are constantly originating new styles. The members of this representative firm are natives of Germany, and residents of this city for many years. Mr. Keppler served his apprenticeship with a prominent firm of caterers and confectioners, and was in the business for himself from 1852 until '68, when he entered the present firm. He was seven years a member of the Eighth Regiment of National Guards.

**A.** SCHOVERLING, Manufacturer's Agent, Henri Pieper, Liège, Belgium, Manufacturer of Breech-loading Guns, Rifles, Barrels, Etc. Nos. 97 and 99 Reade Street.—Among the noted European gun manufacturers may be mentioned the name of Henri Pieper, of Liège, Belgium, who is represented in this city by A. Schoverling. His productions have been on the market for upward of a quarter of a century. The breech-loading guns, rifles, barrels, etc. made by him are articles of distinct merit, being unsurpassed for beauty of design, workmanship, finish, accuracy or other feature of excellence by anything of the kind offered to the public; and of their superiority certainly no better criterion could be adduced than the extensive sale these excellent fire arms command. Mr. Schoverling, who has been manufacturer's agent for these productions here since 1885, is a native of Germany, but an old resident of this city. He is a man of thorough business experience in this line as well as entire reliability in his dealings, and his trade, which extends all over the United States, is large and active, the quarters occupied as office and salesroom on the second floor of Nos. 97 and 99 Reade Street are spacious, commodious, and well appointed, and an efficient staff of clerks and salesmen are employed. A large and splendid assortment of the famous "Pieper" breech-loading guns, fowling pieces, rifles, barrels, stocks and kindred articles is always kept on hand, and all orders are attended to in the most prompt and trustworthy manner, while repairing is executed for the trade in the best style of the art at short notice.

**S**TEPHEN SWEET, Notary Public, General Real Estate and Exchange Agency, No. 21 Park Row.—Mr. Stephen Sweet, real estate and loan agent, first established himself in this business and insurance in 1846 at Troy, having formerly been engaged in teaching, and is therefore one of the oldest life and fire insurance agents in the United States. He established a general agency office in Philadelphia in 1851, in addition to his Troy office, and had charge of several states for a number of companies, also having the appointment of sub-agents. He moved his office and residence to Albany from Troy shortly afterwards, and for many years did a very extensive business in both real estate and insurance. He began his real estate business in New York in 1865. For about ten years previous to moving to New York he and his partners carried on a large business through the Albany and Philadelphia offices, giving especial attention to real estate and loans both in city and country, including western and southern lands, the commissions on the sales made of western lands for one party amounted to the sum of \$85,000. Owing to the increase of Philadelphia and New York business he removed to his country seat near New Brunswick about twenty years ago. In 1846 his father died leaving a large estate and appointed him executor which circumstance led him into the real estate business, thereby shaping his long and successful career. For several years Mr. Sweet carried on business with his son-in-law, Mr. Virgil Comfort, under the firm name of Sweet & Comfort, and since that time conducting his business alone with uninterrupted success. He is prepared at all times to transact a general real estate business, buying, selling and renting property, and makes a specialty of renting. Investors can rely upon his sound judgment and accurate knowledge of values in making purchases of realty that will not only afford a steady income but almost a certainty of increase in value in the near future. He is also prepared to place insurance risks with reliable American and English companies at the very lowest rates. Mr. Sweet is thoroughly qualified to conserve the interests of his patrons and enjoys the highest reputation.

**M.** A. ELIAS, Broker and Commission Merchant, Foreign Green and Dried Fruits and Wines, Nos. 15 and 25 Whitehall Street, Kemble Building.—Though Mr. Elias is still a young man, his business interests are extensive and he is firmly established in the confidence of a large and desirable trade throughout this and adjoining states; a trade that is bound to increase under the same judicious and honorable management that has thus far contributed to its success. In addition to his business as a commission merchant Mr. Elias is agent for and interested in the Elias Surgical Felt Manufacturing Company, which is an important and prosperous enterprise. He has been engaged in the commission business for three years, his headquarters during all that time being in the Kemble block and his handsomely equipped office in room No. 43, second floor. His brokerage and commission business is confined to foreign, green and dried fruits, produce and wines, all of which are handled with a thorough knowledge of the market and regard for the interests of his principals. He is in daily attendance at the fruit auctions, and with the advantage thus secured pays special attention to purchasing on brokerage for the account of out-of-town buyers. The cable address of Mr. Elias is "Olivewood." He has exceptional facilities for the successful carrying on of his business, the benefits thus resulting being liberally shared by patrons. Mr. Elias is a life-long New Yorker and a reliable, prompt, energetic business man.

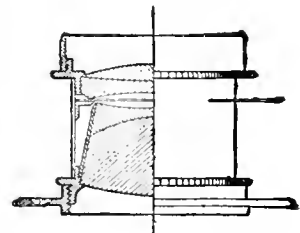
**P**ETER G. GRUBER, Printer and Stationer, No. 79 Nassau Street. The boasted power of the press is by no means limited to the newspaper influence which it makes possible, but finds a field scarcely less extensive in the vast amount of advertising that is carried on through this same invaluable agency. Everything from the largest and most artistic posters to the smallest and most delicate cards, are utilized in advertising and give employment to the many job printing offices established to meet this demand. In this, as in every other line of business, those who do the most satisfactory work are assured of the largest patronage and hence it is that Peter G. Gruber of No. 79 Nassau Street, has so extensive and desirable a trade in his general line of business. Though only established in 1885 with a modest outfit, he now gives constant employment to five men, has four hundred fonts of type, has five first-class hand presses, does a business of \$5,000 per year and makes a specialty of job work, besides doing newspaper composition and all lines of work usually turned out from a first-class establishment of this character. Mr. Gruber was born in New York, learned his trade in every branch, has kept pace with its advancement and can well guarantee the best class of work to those who seek his services. All orders receive prompt attention and particular care is taken to avoid the annoying errors which too often mar the work of printing houses less careful. Mr. Gruber's establishment is 25 x 25 feet and is a model in arrangement as well as equipment.

**J.** LEHNHARDT, Designer and Litho Artist, No. 14 Reade Street.—It is doubtful if within the entire domain of activity in any department of industry, science or art, there has been such notable and marvelous progress during recent years, as in the lithographic and kindred branches. Especially is this true in regard to color printing and lithographing, in which discovery, invention and improvements have effected a degree of excellence akin to perfection itself. A comparatively new house devoted to artistic designing and lithography for the trade in New York, and rapidly winning its way to a foremost position among its contemporaries in consequence of high-class, artistic productions and liberal business methods is that of Mr. A. Lehnhardt, whose headquarters are centrally located at No. 14 Reade Street. Mr. Lehnhardt is a native of this city, a young man of superior artistic ability, and is thoroughly practical and experienced in all branches of his profession. Desiring to embark in business on his own responsibility, he inaugurated this enterprise in 1890 at No. 45 Warren Street, and at once developed a very large and influential patronage which grew to such proportions that in order to meet its demands with larger quarters and increased facilities he moved to his present address in March, 1891. The premises occupied are spacious and commodious, comprising a second floor, and admirably arranged for business purposes. The workroom is fully equipped, and employment is given a full force of thoroughly skilled and experienced artists and workmen. Fine lithographing is executed here in all its branches in the very highest style of the art, special attention being given to fine color work and engraving, and all kinds of commercial display work. A specialty is the production of new, original and unique designs for advertising purposes, and prices are always reasonable. Mr. Lehnhardt is a very energetic, pleasant and affable gentleman, prompt and reliable in his dealings, and is highly respected in social and business circles.

**N**ATIONAL BLANK BOOK CO., No. 76 Duane Street.—This flourishing company laid the foundations of its business in the year 1843, and eighteen years ago assumed its present title, Mr. Henry S. Dewey, being its president and Mr. Frank B. Towne its treasurer. During all these years its operations have been developing and expanding at a very rapid rate, and have now reached proportions represented by the labor of a little army of three hundred workmen, augmented by the provision of steam driven machinery and appliances of a truly model nineteenth century character. This staff is employed at Holyoke, Massachusetts, where the company has a huge three-story factory, erected especially for the purposes of the business, and stretching over a large area of ground, Mr. Towne there taking charge of affairs, and having the whole industrial operations, organized in a most perfect manner, promotive of the production of good work, and consistently competitive prices. In this city the offices and warerooms consist of a floor and basement, each 20 x 80 feet in size; and the general direction of the business is in the hands of Mr. Dewey, and is so managed as to promote the mercantile prosperity of the company in every particular, and to serve the interests of its patrons in an unqualifiedly satisfactory manner, the completeness of the stock carried in the warehouse greatly facilitates its business.

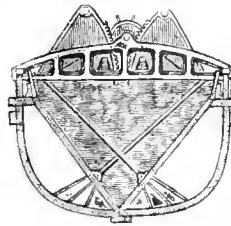
**F.** A. SMITH & CO., Produce Commission Merchants, Florida Fruit a Specialty, No. 18 Gansevoort Street.—The produce commission trade of this city is one of its important commercial factors and in its prosecution will be found profitably engaged some of the ablest and most progressive merchants. A representative and prosperous house to be mentioned in this connection is that of Messrs. F. A. Smith & Co., produce commission merchants and handlers of Florida fruits at No. 18 Gansevoort Street. This business was started in November 1890 under the present proprietorship and from its inception the business has been characterized by a steady and substantial growth, suggestive of a well directed and enterprising management. The premises 50 x 40 feet in size are arranged systematically and in the general style best suited to the business, while the appointment of the establishment includes all the modern conveniences and facilities for the advantageous handling and display of stock. The members of the firm are natives of Florida, and with the exception of the manager of the New York store—a son of the head of the firm—still reside there where they own and control several valuable orange groves. The firm make a specialty of Florida fruit, and large consignments of oranges from their groves are daily received during the orange season. Other Florida fruit products are also handled extensively and the extended and valuable trade connection of the house enables it to promptly as well as profitably dispose of all consignments. The establishment is already a favorite source of supply for the best trade and the prosperous business is continually increasing and extending. Mr. Smith, the manager of the store, is a gentleman thoroughly conversant with all details of the business on hand and ranks among the representative and most popular city merchants in his line.

**H.** G. RAMSPERGER & CO., Export and Import Commission Merchants, Manufacturers, Importers and Dealers in Photographic Apparatus, No. 180 Pearl Street.—The well-known house of H. G. Ramsperger & Co., manufacturers, importers and dealers in photographic apparatus, also general export and import commission merchants was established several years ago by Mr. Ramsperger, under whose active and able management it has had from the start a steady and substantial growth. The premises occupied consist of a loft at the above address. The firm are large importers of photographic apparatus, cameras, shutters, etc., etc., specialties being made of the celebrated "Steinheil" lenses for which the house has the sole agency, the "Aladdin" or dark room lamps, and the "safety" flash igniter. Special attention is also given to completing outfits for photo-mechanical establishments. A large and comprehensive stock of the goods and apparatus mentioned is carried and the house has long been a popular source of supply in this connection. Messrs. Ramsperger & Co. also do an extensive export and import commission business in general merchandise and have connections in several European as well as Central and South American countries. They import and keep a large stock of raw amber, ambroid and meerscham for pipe manufacturers use and ship American manufactures and produce on export orders from abroad. The house's trade extends throughout the country. Mr. Ramsperger has lived many years abroad but is a native of this city and an enterprising and highly respected merchant.

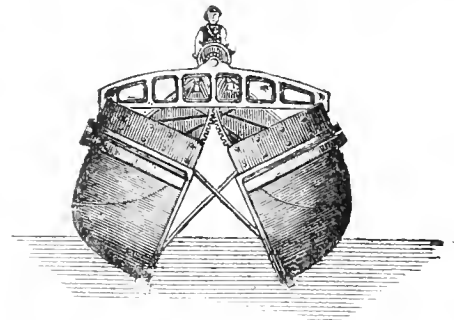
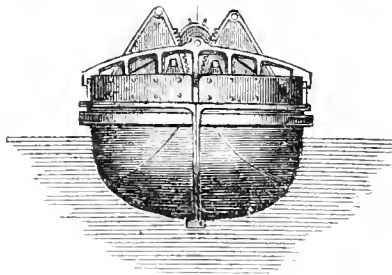


**T**HE BARNEY DUMPING BOAT COMPANY, No. 319 Broadway, Rooms B and C.—The Barney Automatic Dumping Boat can be justly considered as one of the important inventions of the age. It is manufactured by the Barney Dumping Boat Company whose headquarters are at No. 319 Broadway. This boat was invented in 1879, and has overcome all the difficulties heretofore attending the dumping of street sweepings, garbage, refuse material and ashes at sea. The company was incorporated in 1880, under the laws of the state of New Jersey, with a capital stock of \$1,000,000, and is officered as follows, viz: Wm. Trumbull, president; Thos.

J. Davis, vice-president; DeWitt C. Ivins, secretary. This company now offers to the cities along our sea and lake shores a method at comparatively small expense. These boats are der and are able with perfect safety to go to sea in hulls or pontoons which extend their entire length; heavy bridges, fastened at the sides by strong hinges pontoons which slope downward from their upper they meet. The storage room extends nearly from space is comprised in one apartment, 90 feet long, along our watering places being littered with garbage the bathing grounds. The material can if necessary, at the bottom. Two men are all that are required to



tary and treasurer. This company now offers to which solves the question of clean and healthy streets built with sharp bows and rounded sterns, with rud-the heaviest weather. They are constructed with they are secured at both ends and in the middle with to the pontoons. The carrying space is between the and outward edge, inward toward the keel, where end to end of the vessel, and is V shaped. The entire With these boats there is no possibility of the shore and other material, defiling the water and destroying in summer be taken ten miles to sea, and there placed manage one of these vessels, carrying 750 cubic yards



of material; smaller boats may with perfect safety be handled by one man. The load can be dumped and the boat thoroughly washed in ten minutes. These vessels may be built of any required size from one hundred tons to one thousand. The city of New York has been using these boats for years with perfect success; they have never failed to perform their work and at a saving of 30 per cent. over the old method. Fourteen are now in the employ of this city in the street cleaning department; two are used by the Boston Board of Health, two in Buffalo, N. Y., one in London, England, and others are scattered over the world. They have been thoroughly tested at sea in heavy as well as light weather and have proved perfect under all circumstances. The company guarantee every boat to do the work represented. The president of the company, Mr. Trumbull, is one of the best known citizens of the metropolis, chairman of the executive committee in the management of the New York Hospital, a director of the Continental Bank, a member of the Union Club and honored and esteemed in both public and private life. Mr. Davis, the vice-president is a director of the Citizens National Bank and a well-known member of the Union League Club. Mr. Ivins, the secretary has the management of the company's office and is an accomplished official and popular business man.

**B**ERGER & WIRTH, Manufacturers of Lithographic and Printing Inks, Edwin Bock, Manager, No. 190 William Street.—This firm are extensive manufacturers of lithographic and printing inks, fine dry colors, collotype, book-binders' gloss ink and Victoria roller composition, making a specialty of dry colors and inks for all graphic branches. The "United Color Works," owned and operated by Messrs. Berger & Wirth and Frey & Senig are located in Leipzig, Germany, where the business was founded in 1823. The firm is composed of Messrs. Paul Berger, Robert Waldhaur and Emil Worlitzner. The New York house was opened in 1887, and is in charge of Mr. Edwin Bock as manager for the United States and Canada. He was the pioneer in the introduction of many of the most brilliant combinations of colored inks and standard blacks. The business has grown rapidly in this country from the start, and the policy of the house has never permitted "fancy prices" for fancy colors or inks. The manufacturers control numerous valuable formulas, recipes and processes exclusive to their works, resulting in the production of dry colors and inks of incomparable superiority for all the graphic branches. First-class lithograph and printing houses without exception prefer these goods on their merits. They are used by all the newspapers in Germany, by the United States Government, in the Bureau of Engraving and Printing, by "Puck" and other leading publications in New York, and received the gold medal at Melbourne, Australia. Mr. Bock, the manager, is a native of Germany, a resident of this country since 1873, and an able and experienced business man. The firm of Berger & Wirth have recently bought another factory in Florence, Italy, and have branches in Berlin, London and Moscow.

**J**OHNSON PEERLESS WORKS, No. 41 Beekman Street.—The celebrated Johnson Peerless Works, whose New York headquarters are located at No. 41 Beekman Street, with factory at Palmyra, N. Y., were originally established thirty years ago, and in 1889 the present company was incorporated under the laws of the state of New York, with Henry Johnson, president; G. G. Dudley, treasurer. The manufacturing plant at Palmyra is thoroughly extensive, splendidly equipped, and gives steady employment to two hundred skilled hands. The "Peerless" has long been recognized as combining in the most thorough manner, the best improvements in job press building, including many patented devices peculiar to this house. The management has always claimed that the best was the cheapest, and their aim has consequently been to give the practical, artistic and enterprising printer a job press having perfection in every detail that will produce the best quality of work, and which possesses every requisite for both a money-saver and a money-maker. In the "Peerless" they have produced such a press and offer it to the trade and craft with the utmost confidence, after testing several thousand of them for many years in the best printing offices in the world. To meet the demand for job presses at lower prices, they also build the Jewel, Clipper and Ben-Franklin-Gordon, which, with the "Peerless," makes sufficient variety of styles and prices to meet any requirements of the market. In paper cutters, both lever and power, they challenge the entire trade to produce a more satisfactory and successful line of machine: than those built by these works and now being used by printers, book-binders and others, all over this and other countries of the world. They also manufacture many specialties for printers' use, including the Peerless steel quoins, which they believe to be without question the best finished and safest metal quoin in use, the Peerless safe benzine can, with self-locking stopper; also parallel gages, to be used on paper cutters for cutting narrow margins. Both as regards materials and workmanship the goods of the Johnson Peerless Works command the highest encomiums of printers. The trade is immense and influential throughout the United States.

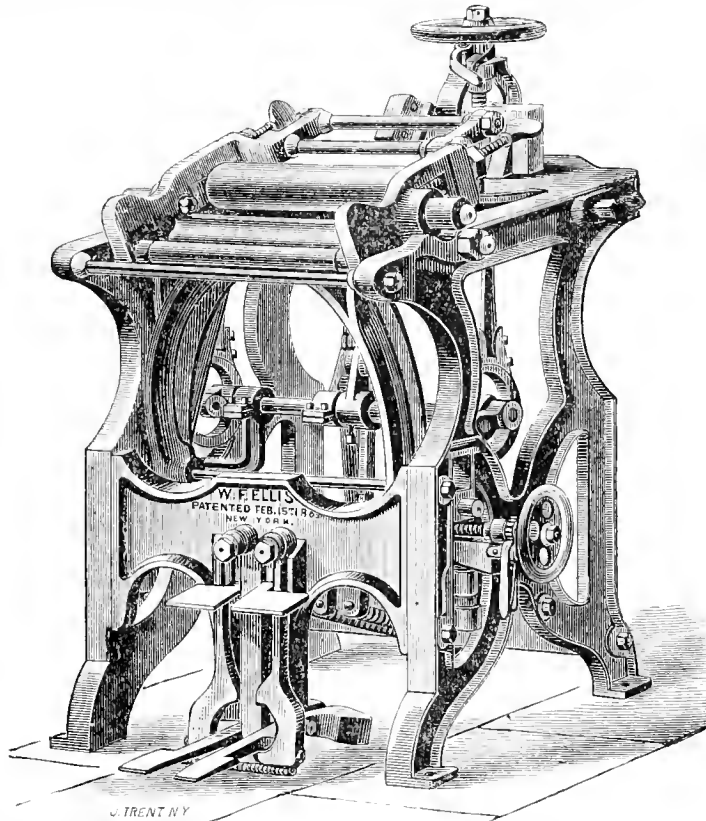
**CHAS. COHEN**, Commission Merchant in Poultry, Game, Etc., No. 96 Vesey Street.—A department of commerce in which New York stands pre-eminently in advance of any other business mart in the Union, is that represented by its commission houses. These are to be found here in vast numbers, and all presenting claims of a more or less meritorious character. Not only the producing sections of the United States, but also the fruitful fields of foreign countries are laid tribute to in order to meet the extensive demand that continually exists for food products for consumption by the millions of people whose homes are in New York and the surrounding cities. One of the oldest of the most prominent and popular establishments engaged in this industry is that of Chas. Cohen, of No. 96 Vesey Street, which has been in continuous prosperous operation for the past quarter century. It is in high favor with purchasers of poultry and game, and the best the market affords in this line may at all times be obtained here at lowest prevailing prices. Mr. Cohen established this business in 1865, and by diligent and careful supervision of the goods handled soon secured a trade that has gradually increased till he controls one of the leading houses in the city. Being always anxious to please his patrons and furnish them with a superior grade of all kinds of fresh poultry and all kinds of game in their season, he is favored with the trade of the best hotels and restaurants in the city, and also the leading steamboat lines and boarding houses, all of which he supplies at the shortest notice, the orders being delivered free of charge to any part of the city. Mr. Cohen gives close personal supervision to his business, and can be found early and late at his place of business, receiving fresh consignments and looking after his patrons' best interests, and he well deserves the success he has achieved in this line. Of German birth, Mr. Chas. Cohen, who is a gentleman forty-one years of age, and a notably active business man, is held in very high esteem, alike in business and social circles, he being a valued member of the Masonic fraternity, and associated with numerous other important social organizations.

**EASTERN HOTEL**, John H. Betts, Proprietor, Nos. 59-64 Whitehall Street.—The oldest establishment of its kind in its section of the city is the "Eastern Hotel," and it is only common justice to add that it is one of the best managed of those conducted on the European plan. Forty years ago this was a prominent and popular house of entertainment and resort, and the able conduct of affairs for the past twenty-two years under its present capable and genial proprietor, Mr. John H. Betts, has been potent in the maintenance of its old-time prestige. The hotel is commandingly situated at the foot of Broadway, at its junction with South Street, and is opposite South, Hamilton and Staten Island ferries, occupying Nos. 59, 60, 61, 62, 63 and 64 Whitehall Street and Nos. 1 and 2 South Street, and is an old landmark, some of the furniture having been used by Daniel Webster, that illustrious gentleman having started his coachman, Mr. G. B. Hunt, in the hotel business on this site, and which was conducted by Mr. Hunt for many years. Internally, the place is as attractive as its location is prominent, its seventy-five light and airy rooms being all sumptuously furnished. On the first floor it has a spacious and elegantly fitted saloon; a large and well arranged restaurant and a barber's shop, the restaurant and dining room having a total seating accommodation available for three hundred persons at one time. Most painstaking attention is paid to this department; the menage and service alike being of the very best, and the viands set before patrons the choicest which each season in turn affords. No less can justly be said of the provisions for the comfort of the guests residing in or temporarily visiting the hotel; a staff of forty employees, all told, being retained to insure that no reasonable wish of a guest should remain unsatisfied. For all this the rates charged are strictly moderate, \$1.50 to \$2.00 per night being charged for commodious double rooms, and 75 cents to \$1.00 for single rooms; while the price of the various ailments and refreshments dispensed is on the same scale, though scrupulous regard is paid to high quality. Mr. Betts, who is of middle age, is of English birth, but has resided for thirty-five years in this city, where he is highly esteemed, as he is also by citizens in all parts of the country who have patronized the hotel from time to time.

**P. A. JEANNERET & CO.**, Manufacturers of Gold Watch Cases, Nos. 75 and 77 Nassau Street.—One of the most interesting, if not one of the most important branches of the great watch-making industry of the country, is the manufacture of gold watch cases; a trade which is carried on to a very large extent in this city, and prominent in which is the house of Messrs. P. A. Jeanneret & Co., situated at Nos. 75 and 77 Nassau Street. This business was founded in 1840 by a Mr. A. Guinand, who retired from active life in 1875, surrendering the business to Mr. E. A. Jeanneret. In 1881, the present proprietors succeeded, viz.—Mr. Louis Hilbert and Mr. P. A. Jeanneret, and by dint of close application to the affairs of the concern, have succeeded in establishing a general and local trade of great magnitude. Besides the manufacture of gold watch cases of every pattern and design, they undertake, as their specialty, the execution of raised gold ornamenting on box cases. The work they turn out is of the very finest and most artistic description; they having to do some of the most difficult and intricate work for the best class of American made and imported Swiss watches. The business is conducted in every detail under the personal superintendence of the two principals, who for originality of design and excellence of execution are not to be excelled. The firm's factory at Nos. 75 and 77 Nassau Street, consists of a large floor 25 x 100 feet in dimensions, fitted in the most approved fashion with steam-power, presses, lathes and all other necessary machinery. The trade has assumed such large proportions that the average sales for the past few years amount to over \$60,000 annually, and the work to be got through necessitates the steady employment of twenty-six experienced workmen, who are all picked experts and capable of undertaking the highest class of work. A large stock is always on hand, comprising some of the most elegant specimens of the firm's productions. They have a big safe of the most approved pattern, which acts as a general receptacle for the stock and valuable trade requisites. Mr. Louis Hilbert is a native of this city, whereas his partner, Mr. Jeanneret, was born in Switzerland, having come to this country in 1859. Both gentlemen are very popular in the business world, and in social circles are looked up to with much admiration and respect.

**NEWTON'S SONS**, Importers of Rattan and Manufacturers of Chair Cane, Rattan Reeds, Rattan and Reed Winding, Etc., No. 371 Pearl Street.—One of the most widely known establishments in this busy section of the metropolis connected with the importation of rattan for manufacturing purposes is operated by the house of E. Newton's Sons, and is located at No. 371 Pearl Street. The business was founded in 1858 by Mr. Edmund Newton, who died in 1881, and was succeeded by his sons, E. D. Newton and G. W. Newton, who constituted the firm up to 1889, when Mr. G. W. Newton retired from business, Mr. E. D. Newton continuing under the same name. The house does a most extensive and important business as importers of rattan and manufacturers of all classes and descriptions of chair canes, rattan reeds, rattan and reed winding and a full line of kindred goods. The factory connected with this flourishing enterprise is located at Wakefield, Mass., and is a large and well appointed establishment. It is supplied throughout each department with steam-power, provided with an equipment of the utmost efficiency, and furnishes constant employment to a staff of between two and three hundred hands. The house keeps three or four competent traveling men always on the road, and the resources of the establishment are fully adequate to meet any demand or requirement of the trade. The business connections of the house extend all over the United States and the products of the house are of national repute and popularity. The gentleman who owns and conducts this reliable and prosperous establishment is a native of Massachusetts, and has evinced an exceptional capacity and an industry which has firmly established the house in the esteem and respect of all who know it, while the honorable dealing and just principles upon which its commercial transactions are based have materially increased its popularity and respect.

**W**M. F. ELLIS, Machinist, Manufacturer of the New Improved Patent Ellis Backing Machine, No. 174 Centre Street.—One of the best known and most successful houses engaged in the manufacture of machinery in New York is that of Mr. William F. Ellis, whose shop is eligibly located at No. 174 Centre Street. Mr. Ellis, after many years of practical experience as a machinist, started in business here on his own account fifteen years ago, since which time he has succeeded, by paying strict attention to the requirements of his trade and turning out first-class work at moderate prices, in building up a large and flourishing trade. A specialty is made of book binders' machinery of every description. The Ellis backing machine, of which Mr. Ellis is the inventor and sole manufacturer, has attained an enviable reputation for superiority among the book binding trade and is in general use throughout the United States. He also carries on the business of a general machinist and pays special attention to repairs, which are promptly executed in the most satisfactory manner. Constant employment is given to six skilled hands, and as Mr. Ellis gives his personal supervision to all the operations of the establishment he is enabled to guarantee that all work will be executed in a strictly first-class manner. He is a native of Vermont, and is generally esteemed throughout the community as an enterprising, liberal and honorable business man.

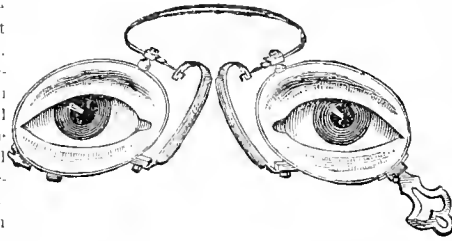


**J.** B. LYON & Co., Commission Merchants in Domestic Fruits and Produce, Nos. 25 to 30 Thirteenth Avenue, Corner of Loew Avenue and Broomfield Street.—An old established and reliable house in the fruit trade in this city is that of Messrs. J. B. Lyon & Co., commission merchants in oranges, lemons, berries, peaches and fancy fruits generally at Nos. 25 to 30 Thirteenth Avenue, corner of Loew Avenue and Broomfield Street. This well-known house was founded in 1873, and under the influence of an active, able and popular management, has maintained from the start a representative status in the city trade. The premises occupied are systematic and convenient in arrangement, and the general complete appointment includes all the modern facilities for prosecuting the business to advantage. The house does a heavy wholesale business in foreign and domestic fruits of all kinds, making a specialty of the finest or "fancy" grades. During the winter foreign fruits are largely handled, the house making direct importations in this connection. The trade is both large and extensive and the general business is of most prosperous annual aggregate. Messrs. Lyon & Co., are so widely and popularly known that any extended notice would be superfluous. Their house is a recognized leader and they are generally respected as representative merchants in the city fruit trade.

**W**ILLIAM E. BROWNE & CO., Importers of Paints and Colors, No. 26 Burling Slip.—The old established business houses of New York are the ever present reminders of the prosperity and stability that her superior commercial advantages offer to those who have the ability and perseverance to properly avail themselves of such advantages. It is the strong and substantial houses that survive, while the weaker and less reliable go to the wall. William E. Browne & Co., established their business in 1850 and it has had an uninterrupted run of prosperity through nearly half a century's connection with the trade. They import largely in paints and colors as well as in the minerals for making these articles. They are prepared to fill all orders promptly and satisfactorily, as among their base of supplies is an immense factory, covering half a block, provided with all the essentials in the manufacture of dry paints and colors, in which a large force of competent workmen is employed. The patronage of the house includes the best of the trade throughout the country, its goods maintaining the highest standard of excellence and enjoying a deserved popularity. They have a pleasant and handsomely fitted office at No. 26 Burling Slip, where all orders are received and business of the house transacted. Mr. Browne, the head of the firm, is a native New Yorker and business man whose sterling business qualities best appear in the successful business which he has conducted for the past forty odd years.

**B**AKER TRANSFER COMPANY, Trucking, Forwarding and General Merchandise Delivery, No. 194 Chambers Street.—The Baker Transfer Company, which has already become what might almost be described as an institution of the city, was incorporated as a company in the year 1884, with a capital of \$10,000. In the few years which have elapsed it has justified the prescience of its founders by demonstrating that the services it then proposed to render were such as were in great request by large traders and shippers, the demands which have been regularly made upon its resources having been such as a thoroughly well organized and ably managed company could alone have met, with the promptness which is so necessary in business and which have been so distinctive of its career. The headquarters of its business are at No. 194 Chambers Street, and it has a down-town branch at No. 39 S. William Street. From these trucking, forwarding and general merchandise delivery is undertaken, and special attention is given to custom, public store and goods in bond. For the faithful and expeditious discharge of these functions the company is remarkably strongly equipped, it having fifty horses, and employing about seventy or one hundred men according to the exigencies of business. Its stables are Nos. 57 and 59 Thompson Street, and the provision for the care of its animals convey a true idea of the thoroughness with which all its affairs are managed, and a business is done locally in all kinds of hauling which reaches an immense yearly aggregate in value. The executive officers are Mr. J. H. G. Baker, president of the company, Mr. W. F. Baker is the secretary and treasurer, and under the active and able management of these gentlemen, the company's affairs flourish at an ever increasing rate. Both the gentlemen named have won for themselves golden opinions from the large number of prominent citizens with whom they are brought into contact.

**P**ROF. MAYER, Oculist and Optician, No. 611 Broadway, corner Houston St., formerly No. 2 Astor House.—Perfect sight is one of the greatest blessings that can fall to the blessing to know that if the eyesight Prof. Mayer of No. 611 Broadway, correct it. This gentleman has been recognized oculists and opticians of New York, being in the sole proprietor of one of the finest retail Germany, he has been in America thirty-five years, given to the study of the eye, its errors and defects of the sight by glasses. He makes a speculations, giving free examination and consultations celebrated rock crystal glasses, which out change. Professor Mayer is also the instruments and glasses, one of which is the achromatic bifocal lenses, by means of which adjustments for near or far vision are perfected as they can be in no other way. He is, withal, one of the most reliable and best opticians and oculists in New York to-day.



lot of a human being. But it is equally a does fail, a clever oculist and optician like Houston St., can correct, restore and pro-normized as one of the reliable and leading that business since 1873. Prof. Mayer is optical stores in New York. A native of years, twenty-five years of which he has refractions, and the correction of all details of astigmatism and complicated tion. He is also the sole agent for Le-never tire the eyes and last for years with-ventor of many important optical instru-

**SPECIAL NOTICE.**—The following will enable persons to decide for themselves whether their eyes require optical assistance. 1. When the eyes water, or become so fatigued by short exercise, as to be obliged to be frequently closed, or relieved by viewing different objects. 2. When the letters of a book appear to blend with one another, or become double and treble. 3. When more light is required, for example, when the light must be placed between the eyes and the object. 4. When objects cannot be seen without removing to a distance. 5. When much difficulty is found in threading a needle. 6. When the eyes appear confused, as if they had a mist before them. 7. When black spots seem to be floating in the sight. 8. When frequent headaches occur it is a sure sign of defective vision. 9. When any of the above indications arise, optical skill is needed.

**R**ESTORFF & BETTMANN, Commission Merchants and Manufacturers of GLYCEROLE and Leather Dressings, Nos. 70 and 70½ Pine Street.—Among the leading and prosperous business enterprises of this great down town trade district will be found that of Messrs. Restorff & Bettmann, commission merchants and manufacturers of "Glycerole" and leather dressings at Nos. 70 and 70½ Pine Street. This well-known house was founded by Messrs. Theo. Restorff and Wm. Bettmann under the firm name and style as above in 1872, and the subsequent steady and substantial growth of the business is suggestive of an able and progressive management. The premises, an entire building 20 x 100 feet in size, are systematic in arrangement and the general complete appointment includes all the modern business conveniences and facilities. The firm do a heavy commission business in both home and foreign produce; their immense general line reaching pretty much all over the world. In the manufacture of "Glycerole" and leather dressings the house has gained a wide celebrity, these famous articles having to-day a large sale and standard value upon all markets both at home and abroad. Messrs. Restorff and Bettmann are natives of Germany, but for thirty years have been located in this city where they are respected as representatives and deservedly successful merchants.

**D**R. H. ENDEMANN, Analytical and Consulting Chemist, Nos. 25 and 27 William Street.—The development of analytical research in recent times, facilitated by the numerous ingenious devices and instruments which have been introduced, have reacted in the most effective and satisfactory manner upon manufacturing industries generally and have led to improvements in methods of production of illimitable value to the civilized world. In this development Dr. H. Endemann has played a most important part as an analytical and consulting chemist and chemical engineer, his headquarters being at Nos. 25 and 27 William Street in this city, and his sphere of usefulness in the factories of very many of the largest firms in all parts of this country, and in its various courts, when the services of an expert are required. Aside of the purely scientific investigations and Dr. Endemann's literary work as an author and editor his sphere of usefulness and the nature of his investigations are mainly such as have a practical end in view. Among the functions of his business are the analyses of commercial and other articles, the investigation of and giving advice in all matters relating to technical chemistry and technology, the development and the introduction of new processes on a manufacturing scale, and the general supervision of manufacturing establishments. Dr. Endemann has followed this line of business ever since 1864, when he graduated from the University of Marburg in Germany.

**W**ILHELM BROTHERS, Lithographic Artists and Engravers for the Trade, No. 113 Fulton Street.—This concern was only founded in May of last year, although the proprietors, Messrs. Theo., Edward and Emil Wilhelm are practical workmen in this line of enterprise, with many years valuable experience in all its manifold details. They are natives of Germany but have lived in this country since 1865. The quarters occupied by them are equipped with all necessary mechanical and other appliances for the successful carrying on of the enterprise. Four hands are employed, and everything in the engraver's and lithographic art is executed in the best style of workmanship and artistic finish. The firm are lithographic artists and engravers for the trade, and make a chief specialty of fine stippling, vignettes and pen and ink drawings for photo-engraving. Their trade is principally local, though the fame of the house for executing fine work is becoming gradually known all over the country. Commercial color work and labels also form a special feature of the business.



**T**HE TINPLATE DECORATING CO., No. 110 John Street.—This is the euphonious title of a concern at No. 110 John Street that was established just twenty-one years ago, 1870. Consequently it has only just attained its majority, but we desire through these columns to give emphatic declaration to the fact that it has long, long since taken rank and assumed a position among the flourishing, growing and substantial enterprises of the metropolis. The volume of operations is of such importance that it was found necessary six years ago to erect a capacious factory in Brooklyn, 75 x 100 feet in size. This company, incorporated under the laws of New York, are workers in tin and employ a considerable force of skilled mechanics. They produce every variety of tin plate decorating for the trade, and make a specialty of high class color work. Everything and anything, either for ornament or utility or both, that can be possibly conceived and executed on tin plate is done, while new designs are being constantly carried out. The company also manufacture tin show cards, and do lithographic work on tin. The trade of this concern is necessarily of large proportions and is permanently established throughout the United States. The business is excellently and energetically managed, the officers being business men of sound judgment and valuable experience, and devoting their entire energies to the still higher development of this important industry. Mr. Benj. C. Mumford is president, and Mr. Henry F. Fenton, secretary. Both gentlemen were born and raised in New York.

**A.** G. NELSON, Commission Merchant in Poultry, Game, Butter, Eggs, Etc., No. 333 Washington Street.—Seven years of sustained energy, enterprise, and well-directed trading have sufficed, in the case of Mr. A. G. Nelson, to rear up a business of gratifying proportions as a merchant in poultry, game, butter, eggs, and farm produce generally, the consistently honorable methods pursued, in alliance with unflinching application and sound business aptitude having made the establishment at No. 333 Washington Street one to which producers look for the disposal of their merchandise at fair market prices, and upon which dealers in the city and vicinity rely for the supply of their requirements. The well appointed salesrooms and basement at the address indicated, the floor expanse of which is 4,000 superficial feet, contain at all times a wealth of choice, prime, well-packed, and carefully stored farm produce of each variety. These are constantly fully replenished, consignments being made to the house with great frequency from numerous producers, principally in the west and southwest, on commission, clients being encouraged in the bestowal of their patronage by the distinctly honorable treatment they receive, and the prompt manner they obtain remittances. Mr. A. G. Nelson, who is a respected member of the Mercantile Exchange, is a gentleman in the active prime of life, of Swedish birth, and came to this country thirty-seven years ago.

**N**OLEN & SHUTE, Tropical Fruits, Bananas, Pineapples, Etc., No. 227 Washington Street.—A house which has sprung into considerable prominence in a comparatively short time is that of Messrs. Nolen & Shute, wholesale and retail dealers in tropical and domestic fruits, located at No. 227 Washington Street. This house was established in 1887 by the present proprietors, Mr. John Nolen and Mr. John C. Shute, both having had considerable experience in the business and being able buyers, and well acquainted with the best sources of direct supply. Mr. Nolen was in business on his own account, in another part of the city, for several years. The firm are credited with being one of the most reliable dealers in tropical fruits on the market, their goods always being of the very choicest quality and absolutely fresh. The greatest care and expedition are observed in transit from more distant parts, and everything is done which can be to sustain the high character the firm has gained for enterprise and honorable dealing. The premises at the location indicated above consist of two floors, each measuring 25 x 100 feet, comprising office, salesroom and warerooms, being well fitted and arranged for handling the large lines of goods dealt in, and furnished with every convenience for facilitating the due transaction of the volume of trade carried on. Two competent assistants are employed, and the business is directly superintended in every particular by the two principals. The trade of the house is very extensive and lies principally in the city and the West, the chief fruits dealt in being pineapples, bananas, California fruits, such as grapes, pears, peaches, etc., apples, melons, tomatoes, etc., as well as potatoes, onions, etc. Mr. Nolen is a native of Maryland, while Mr. Shute was born in New Jersey. The latter gentleman is a member of the G. A. R., having served in the Tenth New Jersey Regiment for two and a half years.

**C**ONNECTICUT VALLEY PAPER AND ENVELOPE COMPANY, M. Loeb, Proprietor, No. 57 Beekman Street.—Prominent among the oldest established and representative metropolitan concerns that have contributed so largely to the development of this industry ranks the Connecticut Valley Paper and Envelope Company, whose business office is located at No. 57 Beekman Street. The time honored concern dates its existence back to 1825, and during the long intervening period to the present, it has ever maintained the highest of reputations, keeping well abreast of all the innovations and improvements that have taken place in the paper and especially the envelope trade since that remote period. The premises occupied comprise a spacious and commodious loft 25 x 115 feet in dimensions, giving ample accommodation for the manipulation and display of the exceptionally extensive line of goods on hand at all times and the general advantageous prosecution of the business. The stock embraces every description of fine and medium grade note papers, but a prominent specialty being made of envelopes, from those of the finest linen to the less expensive straw, wood and manilla grades. Many assistants are employed and the trade transacted is of an exceedingly wide-spread character, the goods handled by this house being, on account of their standard, superior quality, general favorites with jobbers, retailers, printers and publishers wherever introduced. The firm is known by its patrons as fair and square in its dealings, giving them always the advantage of the market. Mr. L. M. Stayner, the former proprietor of the concern has recently retired on account of ill health. Mr. M. Loeb, who succeeded him in the proprietorship has been identified for the past twelve years with the stationary and fancy goods trade over the entire United States and has naturally acquired a practical knowledge of the requirements of the trade, and is therefore in every way competent for the responsibilities of his present business connections. He is a highly respected resident of New York and well known by leading houses of the paper trade and his firm is regarded as one of the soundest and most reliable metropolitan concerns of its type.

**C**ARL A. LARSEN, Ship Chandler, No. 14 Water Street.—The important business, with its manifold ramifications, comprehended in the title of ship chandler, is pursued with eminent success and marked enterprise by the well-known and highly representative house of Mr. Carl A. Larsen, located at No. 14 Water Street. The business of this firm embraces a full line of ship stores and vessels' supplies, the uniformly excellent quality of which has secured to the house an enduring connection extending all along the seaboard of the country, and including ship owners and masters of the larger steamers and sailing craft, who are consumers of the firms goods in wholesale consignments. This flourishing enterprise was established by its present proprietor fourteen years ago and the trade now controlled necessitates the maintenance of premises at the location mentioned above, which consist of a building of five stories, each floor having a superficial area of 25 x 80 feet, comprising office, salesrooms and warehouse, all of which are fitted with every convenience for the due prosecution of the large business conducted, four duly qualified assistants being steadily engaged in the clerical and other duties which devolve upon the undertaking. These premises have been but recently occupied, the former location being at No. 30 Water Street, whence a removal was effected in May, 1890, for lack of proper accommodation for the fast increasing trade. The firm are their own direct importers from Norway of a number of ships' supplies owing their origin to that country, among others being fish, anchovies, cheese, etc. A large stock of these, as well as a full line of the goods dealt in is always carried, and for variety and excellence of quality, a better assortment could scarcely be found in New York. The worthy and able proprietor is a native Norwegian, and now of middle age, having resided in this city for the past twenty years.

**STEINECKE & FARREN.** Manufacturers of Drapery and Upholstery Trimmings, No. 90 White Street.—The business of manufacturing drapery and upholstery trimmings is one of the most important of the many branches of industrial activity which center in New York, and the amount of capital it represents is in the aggregate enormous. A leading and thoroughly representative house engaged in this trade is that of Messrs. Steinecke & Farren, No. 90 White Street. This business was established three years ago by Messrs. Samuel Steinecke and Edward B. Farren, two enterprising and energetic young men who were fully equipped for success by a thorough business training and an intimate practical experience in the drapery and upholstery trimming trade and all its branches. From the very start they met with a liberal patronage, and since then, by attending strictly to the requirements of their customers and dealing only in reliable goods, they have built up a large and flourishing trade extending to all parts of the country, and are now generally regarded as leaders in this line of business. The premises utilized by them for business purposes are spacious and commodious, comprising three large upper floors fitted up with the most improved machinery and appliances. Constant employment is here given to eighty skilled hands and the facilities of the firm are such that they can satisfactorily fill the largest orders at short notice. They manufacture every description of drapery and upholstery trimmings, fringes, tassels, cords, ornaments, etc., and their goods have achieved an enviable reputation throughout the country for their uniform good quality and general reliability. Both members of the firm are natives of this city.

**H. A. DEKNATEL.** Manufacturer of Plain and Fancy Paper Boxes, Job Printing, Etc., No. 196 Elm Street.—There are but few commercial enterprises in these days of keen and active competition and attractive display of merchandise in which the use of paper boxes does not enter, which has resulted in developing the business of manufacturing them to vast proportions, and in the city of New York will be found some of the best and largest known to the trade. A very prosperous, representative and popular house among the number, and well worthy of more than passing mention in these pages, is that of Mr. H. A. Deknatel, whose manufactory is very eligibly located at No. 196 Elm Street, between Broome and Spring Streets, in close proximity to the leading wholesale fine goods and small ware houses. Mr. Deknatel is a gentleman in the prime of life and was born in Holland, but has been a resident of this city and Brooklyn since 1866. Having a thorough knowledge of this trade coupled with years of practical experience he established this concern on his own account in 1877, and by giving close attention to the wants of his patrons, producing only high-class goods and adhering to straightforward business methods, he soon developed a very large trade that now extends to all parts of the United States, and is constantly increasing in volume and importance. He occupies a spacious and commodious five-story brick building, admirably arranged for business and manufacturing purposes, the factory being fully equipped with all the very latest improved machinery and appliances. He is the largest manufacturer in New York of fine fancy boxes and cornucopias, suitable for confectioners and also for Sunday schools. He makes a specialty of fine work. He also runs a fine job printing office in connection with his paper box trade, which is fully equipped for printing fine labels, wrappers, covers, etc., principally for paper box patrons who desire special orders. The work produced in this concern is unrivaled in style, originality and general excellence, while the prices are extremely reasonable. A full and complete assortment of stock is constantly carried and orders are filled at the very shortest notice. Mr. Deknatel is a wide-awake, energetic and pleasant fellow. Give him a call when you need anything in his line and you will not be disappointed.

**ROSS W. WEIR & CO.,** Importers and Jobbers of Teas and Coffees, No. 60 Front Street.—Of the great houses in its locality engaged in the importation of teas and coffees, that of Ross W. Weir & Co., at No. 60 Front Street, is widely known as among the most eminent and responsible, and, as coffee roasters, is without exception the largest concern upon the street. The superior quality and delicious aroma of its coffees are in high favor in various parts of the country, the "Crown Prince Coffees" (the firm's trade mark), being considered as synonymous with unequalled richness and purity, while the extent of the firm's transactions in direct importation enable it to supply on terms and at prices greatly conducive to business. In teas the trade which the house commands is of scarcely less proportions, the fifteen years of experience on Front Street in the same line of business having cultivated the principal's qualifications as a tea taster, and ripened his experience as a wholesale buyer. The premises occupied consist of a building of five floors and basement, each 25 x 100 feet in extent, not only provided with the modern roasting appliances before referred to, but fitted up in all respects in such a manner as to make the most of the spacious accommodation, and to facilitate the rapid handling of the merchandise in which the firm trades. The place is at all times a busy one, ten trained employees being regularly engaged under the direction of the business like principal in coping with the enormous volume of business which reaches the house from all parts of the Union. Mr. Ross W. Weir, who is but thirty-one years of age, is a native-born New Yorker, and has well earned the prosperity which has attended his business enterprise, as well as the high popularity which he enjoys personally.

**VAN WAGENEN & McNAB.** Pattern Makers, Nos. 176 to 182 Bank Street.—A business rendering invaluable services to numerous manufacturers unable to engage the exclusive services of an expert pattern maker, is that of Messrs. Van Wagenen & McNab, established by the former gentleman in 1880, and by 1890 already grown to an extent that warranted the admission to partnership of Mr. McNab. For the control of an enterprise of this character its founder was exceptionally qualified, he having had no less than twenty-five years' experience in the trade, for fourteen of which he held the responsible position of foreman over the pattern department of Delameter Iron Works at the foot of Thirteenth Street and North River. Mr. McNab is a craftsman whose experience is but little less lengthy, and under the able guidance of these gentlemen the work turned out by its staff of fifteen skilled workmen has been so accurate and well finished that its services are in great and regular request. The premises occupied are at No. 176 to 182 Bank Street, and comprise an office and workshop on the first floor, the former 80 x 25 feet in size, and the latter no less than 100 x 50 feet in measurement. This is not only provided with all the improved appliances proper to the trade, but also a large stock of specially sound and seasoned timber of all thicknesses and the leading kinds in favor for pattern making for green and loam sand work. Of the two proprietors, Mr. Van Wagenen was born in New York as also was Mr. McNab, though the former is of Dutch extraction and the latter of Scotch.

**T. MANSELL.** Sponges, No. 79 Maiden Lane.—The inception of this important enterprise dates from the year 1835, when it was founded by the firm of Mansell & Isaacs. For thirty-five years it was conducted under this firm name, until it became Mansell & Blume in 1870. This was continued down to last year, 1890, when T. Mansell, a son of the first founder of the business, and a native of New York, assumed sole proprietorship. During all these years and all these various changes, the house has experienced all the phases incidental to the career of a business institution of long standing. But it emphatically bespeaks a high tribute to its management, when at the end of fifty-six years, it is still found among the prosperous and substantial mercantile houses of the city, enjoying a generous mead of permanent prosperity, its fame increasing and its volume of trade growing all the while. The business was originally started in John Street, in 1875 it was removed to No. 71 William Street, remaining there until May, 1890, when he removed to No. 99 Maiden Lane, where he remained till last May and then took his present location. This house confines its operations to the importation and exportation of Florida, Bahamas and Mediterranean sponges, also chamois leather. But sponges form the one great and leading specialty and it may be well to remark at this point that the father of Mr. T. Mansell was the pioneer importer of sponges in this country half a century or so ago, making this house the oldest sponge house in the United States. A large stock is carried as a matter of course, while the facilities of the house for preparing sponges for the market are of the best possible description. Three salesmen travel the road for the house, while ten people are employed in the bleaching.

**W**ILLIAM MITCHELL & SON, Manufacturers of Fine Fishing Rods, and Dealers in Fishing Tackle, No. 1 Desbrosses Street.—In those industrial pursuits which are devoted to the handling and manufacturing of articles which conduce to the pleasures and pastimes of the public, there is not a more interesting or noteworthy occupation than that of producing all kinds of fishing tackle, etc. The oldest manufacturer and most prominent houses in the country in this line and the first ever established in the United States is that of the firm of William Mitchell & Son. This business was founded in England in 1810 by Mr. John Mitchell, father of William Mitchell, who came to America in 1818 and in 1837 commenced the manufacture of fine fishing rods at No. 36 Vandam Street, taking his son William as partner. In 1850 Mr. John Mitchell died and his son William conducted the business alone until 1885 when he admitted his son, William A. Mitchell, who is a native of New York City. The firm were located for fifty years on Vandam Street and in 1889 moved to the present location, No. 1 Desbrosses Street. The workshop and store are spacious and admirably fitted up with all necessary machinery and appliances for the successful prosecution of the business. The firm make a specialty of fine custom work, making rods ranging in price from \$3.00 to \$150. The "Mitchell Fly Rod" with patent hand piece, is the only fly rod having perfect spring from tip to heel plate, and is the lightest and strongest rod made. This firm are the sole manufacturers of the celebrated McGinnis black bass rod. They also deal largely in fishing tackle. Repairing in all its branches receives prompt attention. These rods are made of the best material carefully selected, possessing sufficient elasticity and strength with lightness, and are as near perfection as a rod can be made. The trade of the house extends to all parts of the United States and the goods are highly esteemed by the trade and anglers generally for their durability and general excellence, having no superiors in this or any other market, while they are offered at prices that attract the attention of the closest and most careful buyers.

**H.** VAN ARSDALE, Manufacturers' Agent Imported Hosiery, No. 115 Worth Street.—It need scarcely be said that the trade in the finer grades of imported hosiery is one of the most important and interesting branches of business to be found in our great centers of commercial activity. Among those who have attained prominence and popularity in this line in New York can be named Mr. H. Van Arsdale, representing the great German hosiery manufacturing firm of Kuehnert, Wachler and Neldner of Chemnitz, with headquarters at No. 115 Worth Street. This house has now been established for the past ten years, and Mr. Van Arsdale has been exceptionally successful in placing these goods on the American market, he having control of the sole agency for the United States. Being thoroughly conversant with every feature of the trade, as well as an expert judge in determining qualities and grades of hosiery, Mr. Van Arsdale rapidly built up a large and prosperous trade, no house maintaining a higher standing either in quality of goods handled or business integrity and upright dealing. The trade, which is import and wholesale to jobbers exclusively, is to-day broadly distributed over the entire country. Mr. Van Arsdale was born in New York, and enjoys the distinction of being a lineal descendant of one of the pioneer Dutch settlers of the city. He is a man of agreeable manner, keen foresight and intelligence, and well fitted by intuition and experience to conserve the interests of the well-known house he represents.

**A**LPINE EMBROIDERY COMPANY, Manufacturers of Embroideries, Nos. 129, 131 and 133 Worth Street.—The most enterprising and progressive house engaged in the manufacture of embroideries in New York is that of the Alpine Embroidery Company located at Nos. 129, 131 and 133 Worth Street. The business was established in 1890 by Messrs. James Bealin and J. D. Crawford, both of whom bring to bear a wide range of practical experience coupled with an intimate knowledge of the wants of the trade and have achieved for their house an enviable reputation in the business world. They make a specialty of order work for the trade throughout the United States, employing thirty skilled and expert hands and the finest machinery, and are taking the lead in designing and bringing out new and beautiful patterns, artistic in conception and winning the admiration of critics and connoisseurs. In fact nowhere can the trade be so well suited as in dealing with the Alpine Embroidery Company. The proprietors are receiving large and important orders from the leading exponents of the trade in New York and other commercial centers, which forms the best criterion of the popularity of their products. Now when embroideries are so universally fashionable, we would recommend buyers to examine the goods of this house and learn of the substantial inducements offered both as to price and quality. The proprietors are natives of New York State, in the active prime of life, and have everywhere inspired an admiration for their enterprise and a confidence in their skill as leading representative manufacturers in the embroidery trade. Their future success and permanent prosperity is well assured by their well directed efforts to excel in all their productions.

**J.** BROCKLEHURST, Carpenter and Builder, No. 101 Wooster Street.—A branch of the carpenters' and builders' trade is that sometimes roughly classified as jobbing work, but which may be taken to include store and office fittings and architectural wood work generally, and this is an industrial department in which Mr. J. Brocklehurst has distinctly excelled. This well-informed and thoroughly practical and expert gentleman is not only capable of giving accurate and faithful interpretation to the details of all plans with which he may be entrusted, but also skilled in the preparing of designs which are always promptly furnished, together with estimates upon application. The firm commenced its business in 1886, and for the kind of work mentioned as well as for general jobbing work of all descriptions it has secured an enviable name and built up an extensive connection. The shop occupied is about 35 x 50 feet in size, and in addition to its excellent equipment in the matter of tools and appliances, carries a large stock of materials suitable for office partitions, store counters and shelving, sign boards, etc., a special feature being made of the thorough seasoning and maturing of wood, only such as is thoroughly sound as well as dry being used. In the brisk local trade which ensues as a response to such commendable methods, four competent workmen are employed, the principal regularly and closely supervising their labors. Mr. Brocklehurst is a native of England, and his ten years of residence in this city have been well and profitably employed, both for himself and those brought into business relation with him.

**C.** W. JIMESON & CO., Commission Merchants, No. 41 Jay Street, Near Washington Street.—The many important houses engaged in New York as wholesale produce commission merchants, are efficiently represented by the responsible firm of Messrs. C. W. Jimeson & Co., located at No. 41 Jay Street, so well known throughout the trade for its strict adherence to a policy of fair and equitable trading, and by the masterly skill with which it handles all consignments entrusted to its care. The extensive trade now at the firm's command, as well as the high reputation it enjoys, are soundly established, for the business was initiated as far back as 1855, by the present senior member of the firm, Mr. C. W. Jimeson, who brings to bear upon its practical working a well directed energy and wide range of experience in the trade. His son, Mr. Joseph H. Jimeson, has been brought up in the business, and was admitted to the firm several years ago. Produce of all kinds is received in heavy consignments from Delaware, New Jersey, New York and Pennsylvania, and through the trusty medium of the establishment is disposed of to the best class of wholesale consumers throughout New York City and vicinity, a specialty being made of domestic fruits, which, in common with the country produce handled, are of the highest grade of excellence, and always in prime condition. The premises, at the location noted, which have been occupied since May, 1890, when a removal was effected from the old West Washington Market, consist of a well appointed salesroom, 25 x 40 feet in area, and a basement of the same size used for storage purposes. Mr. C. W. Jimeson is a native of New Jersey, and a resident of Brooklyn, while his son, Mr. Joseph H. Jimeson, is a native of New York City, and resides in Flatbush, Long Island.

**H. C. VOGEL & CO.,** General Produce Commission Merchants, No. 192 Reade Street.—The produce commission trade is undoubtedly one of the greatest factors in the remarkable development of the commerce of this great metropolis. A widely known, prosperous and thoroughly responsible house devoted to this important line of business in New York City, justly worthy of the high reputation it has made is that of Messrs. H. C. Vogel & Co., general produce commission merchants, whose well-ordered headquarters are centrally located at No. 192 Reade Street near West Street. This establishment was founded originally in 1886 by Mr. H. C. Vogel, who possesses a wide range of experience in all departments of the trade, and from the start it has been the center of a very widely extended first-class patronage, that is annually increasing and in order to meet its demands with additional capital and enterprise, Mr. C. A. Jansen was admitted into the business as a partner in the summer of 1890. The premises utilized are of ample dimensions, neatly and appropriately fitted up and provided with every convenience for meeting all requirements of the trade. The firm are in daily receipt of every kind of country produce in their season, such as butter, eggs, cheese, apples, peaches, pears, berries, grapes, melons, currants and other orchard and garden fruits; potatoes, onions, lettuce, celery, peas, beans, tomatoes, vegetables generally; live and dressed poultry, game, pure leaf lard, country pork, calves, wool, pelts, hides, furs, feathers, nuts, etc., all of which are handled most carefully in the best interests of the consignor, highest ruling market prices obtained and prompt and accurate returns are made, while liberal advances are made on consignments when desired. Their establishment is very popular with retail dealers, market men, city and summer resort hotels, restaurants and boarding house keepers as a source of the very best supplies. Orders by mail or wire receive prompt and careful attention. Messrs. Vogel and Jansen are both residents of Jersey City, young men of excellent business ability, popular, pleasant and courteous and are highly esteemed for their integrity and perseverance.

**JOHN W. DAVIS,** Carpenter and Builder, No. 149 Wooster Street.—Among the numerous carpenters and builders located on Wooster Street, Mr. John W. Davis, whose premises are at No. 149 of that thoroughfare, is one entitled to specific mention, not so much for the extensive character of the firms' operations—though these are notable for their briskness—as for the all-round, and therefore essentially useful services it renders, all work pertaining to buildings, whether new erections, extensions, alterations, large repairing contracts, or general jobbing work, being cheerfully and promptly estimated for, and thereafter executed with celerity and painstaking accuracy. The reputation of the firm during the seven years of its existence having been associated with uniformly reliable work and faithful adherence to all the details of plans and specifications entrusted to its hands, many very creditable pieces of work now bear silent tribute to its trustworthiness, while all those under whom it has taken contracts are prepared cheerfully to speak a favorable word. The shop occupied is 25 x 50 feet in size, and the numerous provisions there made, in the form of tools, appliances and materials, are such as to enable the twelve workmen employed to exert their labor under favorable conditions, alike in respect to quality and to economy. Mr. John W. Davis is a gentleman of practical experience in all the branches of the trade, and a prominent member of the Masonic Fraternity. A native of the Highlands of New Jersey, he has long been well and favorably known in that section of the city of which Wooster Street is the center.

**J. GROVY,** Butter and Cheese, No. 73 Vesey Street.—The prominent, flourishing and trusted old firm of J. Grovy of No. 73 Vesey Street commands a wholesale trade very large in volume, and of far-reaching extent, having a retail connection of relatively equal proportions, its establishment being regarded by those who are admittedly well qualified judges, as the headquarters for fine butter and cheese by wholesale or by the pound. The business was initiated in the year 1863 at No. 81 Vesey Street, but the continued expansion of the trade demanded greater accommodation, and a removal was made to No. 59 of that thoroughfare; subsequent further developments calling for yet greater conveniences, and leading, in 1885, to the occupation of the present spacious premises—still on the same street—comprising a building of five floors, each 22 x 40 feet in size, the whole being fitted up in a style specially adapted to the operations pursued. From here, in addition to the lively retail and local trade, butter, cheese and eggs—especially the two former—are supplied to restaurants, hotels and grocers in almost all sections of the country, and a trade of large proportions is done with ship owners in this and other ports. The alert, experienced and business-like proprietor has made the best use of his ripe judgment in the procuring of the best grades of the kind of produce handled, at close inside figures, and by permitting patrons to share freely in the advantages thus gained has built up a notably successful business, in which he is assisted by from four to six assistants according to the season. Mr. J. Grovy, who is a gentleman fifty-seven years of age, has spent fifty-two years in this city, having come here from Germany—the land of his birth—in 1834; and he is now justly regarded as among New York's most worthy and valued merchants.

**GUSTAV J. STEIN,** Designer and Colorist of Wall Paper, Oil Cloth, Carpet, Etc., Nos. 149-151 Church Street, Aldrich Building.—In no way is the taste and culture of a nation better exemplified than by the nature of the household decorations of its people, and it is gratifying to note that in this respect the people of America have taken enormous strides forward during the past quarter of a century. The crude designs, inartistic coloring and stiff, conventional patterns which characterized the wall papers, oil cloths, carpets, etc., a few generations ago would not now be tolerated in any household, and the manufacturers of such articles are obliged to secure the services of the most skilled and experienced artists to supply them with designs. A gentleman who makes a specialty of this branch of art work and who has achieved a substantial success therein is Mr. Gustav J. Stein, whose studio is located in Room No. 52, Aldrich Building, corner Church and Chambers Streets. Mr. Stein, who is a young man of pronounced artistic ability, early developed great talent in this line, and, after a thorough course of training, established himself in business six years ago at No. 235 E. Fifty-first Street, and moved to his present eligible location two years ago. He makes a specialty of new and original ideas in the way of designs for wall paper, oil cloth, carpets and other decorative material. He has been eminently successful from the start, the striking originality and artistic excellence of his designs having at once attracted attention, and his services are now in great demand by the leading manufacturers of the country. Mr. Stein is deservedly popular both in trade and social circles and fully merits the striking success he has attained by his skill, perseverance and ability.

**JERE LOTT & CO.,** Engravers, Etc., No. 118 and 120 Walker Street.—It is especially within our province to record the establishment of new enterprises in the great channels of trade, and therefore in this review of the industries of the Empire City, a brief notice of the business conducted by Messrs. Jere Lott & Co., engravers, No. 118 and 120 Walker Street, should prove of special interest to our numerous readers. This enterprise, though but established in January of the current year, bids fair, under existing favorable auspices, to rival and excel many older established houses of its type in this section of the metropolis. The firm consists of Messrs. Jere Lott, (born in Long Island) A. W. Band and M. W. Meyers (born in Chicago), young and energetic business men, and thoroughly practical exponents of the engraver's art in all its varied phases. Their leading specialties are soap dies and printing plates, but they are fully prepared to furnish at short notice every description of burning brands, steel punches, marking plates, brass stamps, shirt and collar manufacturers' brass type, etc., etc., the facilities of the house in these specialties being first-class in every particular. The members of the firm, in fact, are gentlemen of much energy and enterprise, who have engaged in this business with the laudable intention to succeed by honest methods, and, as before premised, unless all present indications fail, that success is assured beyond the peradventure of a doubt.

**N**ELSON SECOR, Commission Merchant, No. 189 Duane Street.—Prominent among the old-established and eminently successful houses in this city engaged in the commission business is that of Mr. Nelson Secor, located at No. 189 Duane Street. This gentleman established his business here in 1857 and has occupied the present location for about thirty years. The concern is one of the oldest in its line in the city. The premises occupied comprise four floors and a basement, with a large ice house for cold storage, and in fact every facility for prosecuting the business successfully and on a large scale. He makes a leading specialty of handling butter, cheese, eggs and poultry, also dried fruits of all kinds. He is daily receiving consignments of an extensive nature direct from the best producing sources, selling them readily to consumers and dealers and making prompt returns. The house has for years enjoyed a generous patronage from the hands of all who have come in contact with it in a business way, and has ever retained the confidence of the public. Mr. Secor is a native of Orange County, N. Y. and has been a resident of this city forty years. He is a member of the Mercantile Exchange and is responsible, reliable and honorable in all his business methods.

**F**RED ADEE & CO., Plumbers' Supplies, No. 90 Beekman Street.—The leading and most progressive inventor and manufacturer of plumbers' supplies in this city is unquestionably Mr. Fred Adee, whose establishment is located at No. 90 Beekman Street. This gentleman is especially prominent in the trade as the sole manufacturer of the "A. D." Syphon Water Closet. This is the only double trapped syphon water closet that effectually and positively prevents foul air from escaping into the room, either through the flush pipe and out at the cistern or at the arm of the bowl. This feature is secured by the curved passage in supply opening which traps the supply or flush pipe to the depth of about six inches, and is of the utmost importance because it provides ample security against sewer air in the event of the syphoning or partial emptying of the lower trap, which frequently happens even when rented in the ordinary way. It is the only closet which has the vents properly placed, that is, so that they cannot be clogged, the flow being away from instead of directly into the vent opening as is generally the case, and for the convenience of the plumber, being adjustable to either the right or left side. Unlike all so-called wash-out water closets, it contains about six inches depth of water in the bowl, sufficient to immerse excreta, and thereby reduce the diffusion of disagreeable odors to the minimum, as well as to flush the soil pipe at each discharge; also a very important feature. We wish to call special attention to these claims, because the particular contingencies to which we refer are of such vital importance in an article of this kind, and are so frequently overlooked. The cistern is a model of simplicity, and the best ever constructed. The operation is prompt, reliable and as nearly noiseless as can be attained. The apparatus complete, considered sanitarily or otherwise, is the nearest to perfection that has thus far been produced. Mr. Adee is also sole agent for J. Zane & Co.'s goods, F. Adee's patent traps and bath fixtures, F. Adee's patent enameled drip trays, Foley's patent basin and bath valves, "The Boss" stop cock and boxes, etc. He established his business here in 1866, and enjoys a reputation and a trade thoroughly national in extent, and eminently creditable in character. The business premises comprise an entire four-story building 25 x 100 feet in dimensions, in which is shown the various specialties of the house in working order, where a large and complete stock is kept on hand to the end that no delay may be experienced in the filling of orders. The business transacted forms an important factor in the mercantile activity of the metropolis, and is of a character to reflect the highest credit upon the ability and skill of the founder and proprietor. Mr. Adee is a native New Yorker, in the active prime of life, an expert and practical plumber, and an inventor of genius and originality, whose success has been attained on the strict basis of merit.

**T**UTTLE & BAILEY MANUFACTURING CO., Hot Air Registers, Ventilators, Etc., No. 83 Beekman Street.—There is no more influential, typical representative of the heating and ventilating industry in the United States than the Tuttle & Bailey Manufacturing Co., whose headquarters are located at No. 83 Beekman Street, this city. The development of the business of this corporation has had few parallels in the trade, largely due to the impressive fact that its officers are practical manufacturers, know what the public want, and are enabled to supply the same by reason of their vast resources and magnificent facilities. The business was founded in 1845 by Messrs. Tuttle & Bailey, and in 1889 the present company was incorporated under the laws of the state of New York, with James S. Bailey, president; Silas Tuttle, vice-president; William Ogden, treasurer; Frederick W. Tuttle, secretary. The qualifications of these gentlemen are of the highest order, and they unite vast practical experience with sound judgment, fine executive abilities and progressive energy and enterprise. The business premises comprise a five-story building, 40 x 100 feet in dimensions, and have unsurpassed facilities at their factory in Brooklyn, covering half a block for insuring rapid and perfect production. The company controls the most popular patterns of warm air registers, ventilators, screens, borders, etc., on the market; the management has solved the most difficult problems involved, and have introduced many exclusive improvements, which, combined with correct principles of construction and the care bestowed in making and fitting the castings, have produced a register easily operated, perfectly controlled, and when closed, entirely excluding the air. The demand for variety in design of register faces to harmonize with different surroundings, has been successfully met by this enterprising company. Their patterns range from the severe "plain lattice" to the ornate "renaissance," the moresque, Japanese, Indian lattice, flamboyant and other styles. Tuttle's patent "Glide Movement" registers have many advantages peculiar to themselves. The Florentine pattern is a beauty, and designed more especially for the higher grades of finish such as electroplated brass, copper and nickel, and solid brass and bronze. Tuttle's patent chandelier ventilator is more ornamental than the ordinary plaster center piece, and being connected with a flue leading to the outer air, affords a perfect outlet for unwholesome gases and heated air. These registers and ventilators are recognized by the trade everywhere as the best sellers and to give the most perfect satisfaction of any in the market. A splendid stock of these specialties is constantly kept on hand, from which the largest orders are promptly filled, and the trade is immense and influential throughout the entire United States. A branch establishment is also operated at No. 64 Union Street, Boston. The Messrs. Tuttle, Bailey & Ogden are to be congratulated upon the marked success attending their ably directed efforts in sustaining this old and honored house at the head of the trade.



**FERNON MANUFACTURING CO.,** Manufacturers Fernon's Vegetable Oil, Instant Relief for Catarrh, Headache, Toothache, Neuralgia, Etc., No. 18 N. William St.—By the unanimous voice of public opinion, Fernon's Vegetable Oil is accorded the foremost place among similar remedies now before the American people, and is highly esteemed as a safe, sure and speedy cure for catarrh, headache, toothache and neuralgia. This valuable natural product has been before the public since 1888, and its genuine character and absolute reliability enabled it to overcome all popular prejudice, so strong against patent medicines generally, and to be regarded as a standard article of stock by retail druggists throughout the whole of the United States. Fernon's Vegetable Oil is manufactured by the Fernon Manufacturing Company of No. 18 N. William street, the inventor and sole proprietor being Mr. James Fernon, who is a New Yorker by birth, and now of middle age. The office and salesroom at the location noted consist of two floors, each 20 feet by 25 feet in dimensions, and are well appointed to the exigencies of the business; four duly qualified assistants being regularly employed, and a large stock of the Fernon's Vegetable Oil kept constantly on hand in bottles retailed at 25 cents each.

**BROOKLYN HILLS IMPROVEMENT COMPANY,** 138 Stewart Building, No. 280 Broadway, Local Office, Woodhaven Junction.—The rapid development of the real estate market of New York and the steadily enhancing values of choice property within easy reach of the city, render the financial interests involved of paramount importance. No form of investment has latterly become so popular with conservative investors as eligibly located suburban property, and prominent among the corporations in this city making the wants of that class of purchasers their special study is the Brooklyn Hills Improvement Company, whose offices are located in Stewart Building, No. 280 Broadway. This company own a tract of land at Woodhaven Junction, L. I., which property is bounded on the north by the Brooklyn & Jamaica Road and Electric Railroad; on the west by the Woodhaven & Rockaway Beach Railroad; and on the south by Atlantic Avenue, the Rapid Transit Railroad and Ozone Park. The Woodhaven & Rockaway Beach Railroad have a station on the property at which all trains stop; running time from Long Island City, fifteen minutes. The Brooklyn Elevated from the Bridge and the Broadway "L" from Grand Street Ferry already run to a point near this property and will soon be extended to it. The property can also be conveniently reached by the Rapid Transit on Atlantic Avenue, the new Electric railroad from Brooklyn to Jamaica and by trains on the South Side Railroad of Long Island to Richmond Hill or Morris Park; so that in point of accessibility from all parts of New York and Brooklyn, this property is peculiarly favorably situated, being nearer, in point of time, to business in New York than 125th Street, and only fifteen minutes from Brooklyn's business center. The East River Tunnel, now an assured thing, will give communication from New York, without change, to this property in twenty minutes. Commutation fare is only forty-four dollars a year, or twelve cents a day. Woodhaven and Ozone Park adjoin each other and this property on the south. Both are beautiful, rapidly growing places. Lots purchased at present prices will double in value in three years. The principal streets have been graded, and trees planted bordering the same, by the company. The Woodhaven Water Supply Company have laid their pipes through the property and contracted with the company to furnish an ample supply of pure and excellent water to residents at rates not exceeding those paid in Brooklyn. Gas will also be arranged for and all the comforts, conveniences and desirable associations of city life without its objections, discomforts and taxes, will here be provided. The location is the most healthful on Long Island, free from malaria and mosquitoes and near to Jamaica Bay and Rockaway Beach, thus combining the advantages of the seashore, the city and the country in one locality. Lots will be sold if desired on the installment plan, ten dollars cash and the same amount monthly until paid for, while the company will arrange to have houses built on easy terms. The Brooklyn Hills Improvement Company was incorporated December 13, 1887, with a capital stock of \$300,000 and is officered as follows, viz.: John S. Long, president; Attila Cox, vice-president; John S. Cain, secretary; W. S. Wymond, treasurer; L. C. Whiton, attorney; C. G. Davison, manager. These gentlemen are endowed with all those qualifications necessary to command the confidence of the conservative public and form a tower of strength in promoting the success of this undertaking. Mr. Davison is an experienced real estate manager, who will be found at the office of the company prepared to give all requisite information as to the property, and is a gentleman with whom it is always a pleasure to do business.

**GOLD CAR HEATING COMPANY,** Inventors and Manufacturers of Car Heating Apparatus, Compound Coils and Other Steam-Heating Appliances, Bridge Store No. 6 N. E. Corner Frankfort and Cliff Streets.—The latest, and by far the most successful method yet adopted for heating railroad and steam cars, is devised and presented by the Gold Car Heating Company, who occupy Bridge Store No. 6, N. E. Corner of Frankfort and Cliff Streets. The business here so successfully conducted was originally established in 1882, by Messrs. Edward E. Gold and F. W. Wright, as E. E. Gold & Co., and in 1887 the present company was incorporated under the laws of the state of New York, with Edward E. Gold, president; Frederick W. Wright, treasurer; C. W. Osborne, secretary. As inventors and manufacturers of car heating apparatus, compound coils and other steam-heating appliances, this company have built up a reputation and a trade which extends to all parts of the United States and Canada. The general principles of the Gold Car Heating Company for heating railroad cars using steam from the locomotive, are: 1. The passing of dry steam direct from the locomotive to each car throughout a train without leakage, and without any appreciable absorption of steam-power from the locomotive for use in effecting the comfortable and safe heating of each car. 2. The absolute control and regulation of the supply of steam at the locomotive and on each car of a train, the supply of steam for each car being entirely independent of the supply for any other car. 3. The satisfactory disposition of the condensed steam after heat given off has been utilized in warming the cars, thus allowing of a continual supply of dry steam throughout the train and preventing the freezing under any condition of any part of the apparatus. Each and every appliance of this company has been carefully perfected and its utility demonstrated by practical use. Their systems of heating in their entirety and in part have been adopted by many railroads after the most careful tests made under every condition that may be looked for during any winter months. The most prominent railroad men of the country have unhesitatingly advised their adoption after personal observation of the manner in which they have worked under the most severe conditions, and over seven thousand heaters have been placed upon steam cars by this company. Among railroads using their car heating appliances may be named the Pennsylvania, the New York Central & Hudson River, the Baltimore & Ohio, the Boston & Maine, the Michigan Central, the Boston & Providence, the Lake Shore & Michigan Southern, the New York, Lake Erie & Western, the New York New Haven & Hartford, the Wabash, the Louisville & Nashville, the Allegheny Valley, the Burlington & Lamotte, the Central Railroad of New Jersey, the Delaware, Lackawanna & Western, the Duluth South Shore & Atlantic, the Evansville & Terra Haute, the Kansas City, Wyandotte & Northwestern, the Lehigh Valley, the Long Island, the New York & Northern, the North Hudson County, the Providence-Warren & Bristol, the Western New York & Pennsylvania, the Western Maryland, the West Shore and many others; while among other users may be named the Pullman Palace Car Company, the Rogers Locomotive Works, the Mason Manufacturing Company, the Manhattan Railway, the Baldwin Locomotive Works, the Hoboken ferry boats, the Burton Stock Car Company, the Barney & Smith Manufacturing Company, the Des Moines Belt Line Railroad, the Fall Brook Coal Company, the Gilbert Car Manufacturing Company, the Intestate Consolidated Rapid Transit Railroad, the Leavenworth Rapid Transit Railroad, the Laconia Car Company, the Muncie Street Railway, the West End Street Railway in Boston, etc., etc. Corporations and other parties interested should send to this company for their magnificent illustrated catalogue, a work of art as well as of information. The management of the company's interests is entrusted to safe, wise and expert hands and the future prosperity and brilliant success of this important enterprise is thus well assured.



**J.** B. PACE TOBACCO CO., Richmond, Va., New York Office, No. 179 Water Street.—Any person who has been granted the courtesy of a stroll through the great tobacco factories of Richmond will readily admit that the tobacco trade is one of the greatest industries in the world. One of the most noted firms engaged in this line is the J. B. Pace Tobacco Co., who have their New York house at No. 179 Water Street, under the charge of the president of the company, J. Ehrmann. The company was established and incorporated under the laws of the state of New York, in 1882. They have an extensive trade throughout the United States and Australia. Their factory is one of the largest in Richmond, affording employment to three hundred persons, sometimes five hundred. They make a specialty of manufacturing plug tobaccos, including sweet navy, twists, coils, plug cuts, etc.; the brand known as Mastiff plug cut being largely sold in the far west and New York. They also make Sweet navy, Cut smoking, Scroll tag twists, Kentucky smile, Escort, Last, Cut scroll twist, Vesta and Cross Swords. Their stock, which is very extensive, is represented at the New York office by samples, all orders being filled at the factory, which is supplied with all of the modern machinery and steam-power. The officers of this great concern are three in number. J. Ehrmann, the president, is a native of Germany and makes his headquarters in New York, as does also the secretary, S. Oberfelder, who is a young man, born in this city. The manager is J. H. Neimyer, a native of the this country and lives at Richmond. The characteristics of this firm are noted as being in strict accordance with the law of commercial integrity. The gentlemen who guide the affairs of the Pace Tobacco Co. are upright, energetic officers, whose policy has been to supply the choicest line of goods, a fact which accounts for the large share of success which the company enjoys.

**G.** B. CURTIS, Real Estate, Broker and Appraiser, No. 291 Broadway.—In the real estate world more than in most, success brings success, especially in a city like New York, where the very heavy sums of money involved in many of the transactions naturally makes property owners very chary of entrusting their interests to the care of unknown firms, or indeed of any that have not a pretty lengthy and unimpeachable record. Hence thirty-one years of association with the profession on the part of Mr. G. B. Curtis as a real estate agent, are even in themselves, a source of confidence, and, in conjunction with the well-known ability of its enterprising and well informed proprietor, has led to many transactions of notable importance being placed in the firm's hands, in addition to a heavy amount of business of a more general character. Mr. G. B. Curtis, as might be expected in the case of one who has so assiduously pursued the professional avocation for little short of a generation, and who is in close touch with all the more eminent real estate men, is exceptionally well informed of whatever is moving in the city, and well acquainted with the value of all available property on the market in each section of the city. Hence his advice is found of great pecuniary value to clients, and his services are in steady request among the most influential and wealthy citizens, in connection with all branches of real estate business. Mr. Curtis, who founded his business in 1860, on Sixth Avenue, and has conducted it for the past ten years on Broadway, and past three years at No. 291, is a well-known member of the Real Estate Exchange. He was born in New York.

**G.** B. HORTON & CO., Tanners of Hemlock Sole Leather, Nos. 78 and 80 Gold Street.—A prominent and widely known house in New York engaged in the leather industry, is that of Messrs. G. B. Horton & Co., whose business quarters are located at Nos. 78 and 80 Gold Street, while their tannery is at Ridgeway. The business of this establishment was founded in 1865 by Messrs. Gurdon B. Horton, J. B. Ratcliff, and Melvin Horton, the latter since deceased, the surviving members being Messrs. Gurdon B. Horton and John B. Ratcliff, both of whom are natives of this state. Mr. Horton is descended from a long line of tanners, his great-great-grandfather to his father having all been engaged in this industry. His great-grandfather, William Horton, tanned the first side of leather ever made in Delaware County, N. Y. This was about 1798, and prior to this William Horton's father, Daniel Horton, had tanned leather at Peekskill. At their Ridgeway tannery the firm tan Calcutta Buffalo, making a very superior grade of hemlock sole leather, and employment is found for a force of two hundred hands. They act as agents for the export of Berkshire, Leicester, and Newark Valley leather. Mr. G. B. Horton and his cousin, Mr. Eugene Horton, are proprietors of the Nalango Tannery at Johnson City, Tenn., where they manufacture a line of fine scoured oak backs for the custom trade. At their Gold Street salesroom a large stock is carried, and orders from any part of the United States meet with prompt fulfillment.

**E.** P. LOOMIS & CO., Wholesale Dealers in Apples, Onions, Potatoes, Commission Merchants, Importers of Fruit and Produce from Europe, Bermuda and other ports, California and Oregon Dried Fruits a Specialty, No. 95 Barclay Street.—The admirable facilities for cheap transportation by water, the many advantages afforded by an extensive and complex system of railways, and the fact that this is the principal shipping port in America, have all conspired to make New York the leading market in the country for the disposal of produce and food supplies of all kinds. One of the most prominent houses engaged in this line is that of Messrs. E. P. Loomis & Co., whose headquarters are at No. 95 Barclay Street, and who have four large warehouses out-of-town, two at Orleans County, N. Y., and two at Monroe County, N. Y. The business of this house was founded in 1868 by Messrs. E. P. and N. H. Loomis. In 1878 the latter's death occurred, and the surviving partner, Mr. E. P. Loomis, took into partnership Mr. T. A. Watson, who had been with the house from its foundation, and the business has since been continued under the firm name of E. P. Loomis & Co. The premises occupied on Barclay Street comprise two buildings, one having five floors, one two floors, and each floor has dimensions of 25 x 90 feet. Employment is furnished in the various departments to some fifty hands, and the firm prosecute a very extensive business as commission merchants, wholesale dealers in apples, onions, and potatoes, importers of fruit and produce from Europe, Bermuda and elsewhere. They receive large and frequent consignments from the leading productive sections of the Union, and make a leading specialty of California and Oregon dried fruits. The firm sell chiefly in car load lots, and have a large export trade with the West Indies. The manner in which the business is conducted is such as to inspire the confidence of those with whom Messrs. Loomis & Co. entertain business relations, and entitles them to more commendation than the character of this work will permit.

**H.** ANS REES' SONS, Cutters of Men's and Women's Oak Soles from Scoured Oak Backs, Tanners of Oak Belting Butts, Scoured Backs, Sole and Rough Leather, Nos. 17 and 19 Ferry Street, Factory, Nos. 3, 5 and 7 Hague Street.—The leather industry is a leading feature of the commercial resources of the metropolis, an immense amount of capital being invested in this line, and one of the leading representative houses of the kind is that of Messrs. Hans Rees' Sons, whose headquarters are situated at Nos. 17 and 19 Ferry Street, while their factory is at Nos. 3, 5 and 7 Hague Street. This establishment has been in steady operation for over a half century, and it is favorably known to the trade in all parts of the United States. The industry was founded in 1840 by Messrs. Hans Rees and J. B. Hoyt, at No. 29 Ferry Street. The venture was a decided success, and, in 1855, Mr. Rees having accumulated a fortune, went West remaining until 1860, when he returned, and, in company with his sons, again embarked in business. He again retired in 1874, and on July 2, 1885 his death occurred, after a long, useful and highly honorable business career. The members of the firm, Messrs. Norman I., Arthur F. and Frank Rees, sons of Mr. Hans, have had mature experience in the leather industry, and are thoroughly conversant with all its details. They carry on active operations as tanners of oak belting butts, scoured backs, sole and rough leather, and as cutters of men's and women's oak soles, from scoured oak backs of their Prospect tannage. The factory is a five-story building, 50 x 100 feet in dimensions, equipped with steam-power and first-class machinery, and employment is afforded forty hands. The sole cutting plant was put in three years ago, and about one million soles are turned out yearly. The trade of the house reaches to all parts of the Union, and an immense stock is carried to meet the active demand, all shipments being made without delay.

**B**INGHAM BROTHERS CO., Manufacturers of Machine-Cast Printers' Rollers, Roller Composition and Pudding Glues, Nos. 49 and 51 Rose Street.—An industry contingent upon the printing trade which has been developed to proportions of much magnitude and importance in the Empire City, is that of the production of printers' rollers and roller composition, and a leading house engaged in this branch of manufacture is that of the Bingham Brothers Company, situate at Nos. 49 and 51 Rose Street. This concern has been in operation for upward of forty years, and is now the largest engaged in the industry. The business was originally founded in 1848 by Mr. Samuel Bingham, who directed its affairs up to 1866, when he was succeeded by his son, Mr. L. K. Bingham, and some years later the firm became Bingham, Daley & O'Hara. The latter continued in the control up to the present year, when the present company was organized and incorporated under the state laws of New Jersey, the officers being Herbert M. Bingham, president; Charles Bingham, secretary; Frederick L. Bingham, treasurer. These gentlemen are grandsons of the founder of the business, and are favorably known in the community as reliable manufacturers and progressive business men. The premises occupied have an area of 52 x 106 feet and are equipped with the most improved mechanical appliances operated by steam-power, the outfit including rapid roller casting machines, the invention of L. K. Bingham. A force of experienced workmen is employed, and the company manufacture a general line of machine-cast printers' rollers, roller composition and pudding glues. These are known under the special trade marks of "Star," "Diamond" and "Crescent," and are unrivaled for durability and uniform excellence of quality. The trade supplied extends to all parts of the United States, and all orders are promptly filled upon the most acceptable terms.

**R.** J. WADDELL & CO., Manufacturers and Importers of Sand Paper, Glue, Emery, Whiting, Chalk, Bath Brick, Etc., No. 52 Beekman Street.—In this city there are many large industrial and trading houses concerned in the handling of pumice stone, sand paper, glue, emery, etc., but the number of these that have assumed proportions warranting their receiving mention concurrently with the eminent firm of R. J. Waddell & Co., of No. 52 Beekman Street, is strictly limited; the house specifically referred to being one that was inaugurated at as early a date as the year 1837, and that has gradually achieved a fame of a scarcely rivaled kind, and secured a trade which, growing year by year, now extends throughout all parts of the Union; the scope of its operations including both manufacture and importation, and relating to the "Improved National," the "Metropolitan," and the "Manhattan" flint and emery papers, emery cloth, glue, ground flint, crocus, bath brick, etc. For the purposes of the business a five-story building, with an amplitude on each floor of 2,500 superficial feet, is occupied at the address previously indicated, and every available foot of this is utilized for the carrying of heavy lines of each description. A leading specialty is made of pumice stone, their factory and mills at Brooklyn being required to run both night and day, the output being some 1,500 tons per year. They are also sole agents in the United States for Leach Neal & Co's. H. B. Venetian Red, sold from store or to arrive at New York, Philadelphia, Baltimore or New Orleans, and in addition they largely handle oxides, Indian reds, drop blacks, etc. With such old associations the firm is in the closest touch with the great manufacturing concerns, receiving special concessions, and is able to offer patrons inducements of a correspondingly attractive kind; which it does with the most gratifying results. Mr. R. J. Waddell, who took over the proprietorship in 1868, in succession to its founder, Mr. G. Whitmore, has since directed affairs with consummate skill and pronounced success.

**W**M. HARLAND & SON, Japan and Varnish Manufacturers, No. 4 Gold Street.—The most widely known and most notable firm engaged in the manufacture of varnish and kindred preparations in the world to-day, is without doubt that of Wm. Harland & Son, whose works and headquarters are at Merton, Surrey, England, with branches also at No. 32 Rue de Turin, Paris, France, and No. 7 Via Mazzini, Milan, Italy, and whose New York house, E. C. Reynolds, manager, is located at No. 4 Gold Street. The concern mentioned is one of the very oldest as well as the largest leading establishment of the kind in existence, and for just one hundred years has been in successful operation. The Messrs. Harland are manufacturers of a class of Japans and varnishes of exceptional merit, and their productions have secured distinct recognition throughout the civilized world, owing to the uniformly high standard at which the same are maintained. The Harland English varnishes, which are adapted for use in every season and climate, are noted for their brilliancy, rapidly drying properties, reliability and durability, and are notably economical. They are, in short, the *ne plus ultra* of coach and hardwood varnishes—the best and cheapest on the market. This flourishing enterprise had inception in 1791, and during the entire century since intervening the productions have been steadily growing in favor. The manufacturing plant of the firm at Merton is very extensive and completely equipped with all the latest improved appliances and appurtenances, and employment is furnished there to some five hundred hands. In order to meet the requirements of wide-spread and increasing demand for these goods in the United States, the Messrs. Harland decided to establish a branch house in this city and accordingly in the year 1888, opened the office and salesroom at the location above indicated. Mr. Reynolds is now their agent. The quarters occupied at No. 4 Gold Street are commodious, ample and well-ordered, several clerks and salesmen being employed, and a large first-class stock is constantly kept on hand, including Japans, varnishes, dryers, patent filling-up powder, gold size and fine coach colors both dry and ground in Japan. Every article sold is fully warranted, while the prices quoted are remarkably low, quality of goods considered, the most liberal inducements being offered to the trade. Mr. Reynolds was born and brought up in England, and is thoroughly conversant with the business.

**K**NAPP & VAN NOSTRAND, Poultry and Game, Nos. 208 and 216 Washington Street.—There is not one among the many notable firms contributing to the sum of business activity in the produce district more worthy of special mention in this review than that of Knapp & Van Nostrand, wholesale dealers in poultry and game at Nos. 208 and 216 Washington Street. Their house is perhaps one of the oldest and most widely known establishments of the kind in New York, and for sixty-eight years has been a prominent factor in its line. The trade of the firm too, is exceedingly large, extending throughout the United States and Canada, while they export in very considerable quantities also to Europe. They handle only choice stock, receiving consignments daily from various sections of the country, and can always fill the largest orders at short notice, their facilities in this respect being unequalled. This veteran and representative house was established in 1823 by Eldridge Packer, who was succeeded by Eldridge Packer & Son, who were in turn succeeded by Packer & Knapp. In 1850 the business passed into control of the senior member of the present firm, H. W. Knapp, who conducted the same alone up to 1877, when he associated with him in partnership D. R. Van Nostrand, and under the joint management of these gentlemen it has since been continued with eminent success. They occupy two commodious five-story buildings, with the most superior and ample cold storage and other facilities in connection besides, and from fifteen to twenty in help are here employed, in addition to several traveling salesmen. A carefully assorted and large stock is constantly carried on hand, including everything in the line of poultry, wild fowl and game of every variety in season, and all orders by telephone ("4545 Cortlandt"), mail or otherwise are attended to in the most prompt and trustworthy manner, while bottom prices are quoted, the most liberal inducements being offered to dealers. The members of the firm, who are both New Yorkers by birth, are men of entire reliability in their business relations as well as of energy and experience, and are thoroughly conversant with the wants of the trade. Mr. Van Nostrand is a young man of thirty-five years of age, while Mr. Knapp is a gentleman of sixty-five. Messrs. Knapp and Van Nostrand, with Mr. N. E. Hendrickson, are also proprietors of the extensive and excellently equipped cold storage warehouse conducted under the style of the Arctic Freezing Company, and is eligibly located at Nos. 119, 120 and 121 West Street, near Dey Street.

**GEO. H. SANBORN & SONS, Manufacturers of Machinery for Bookbinders, Printers, Lithographers, Paper Makers, Paper Box Makers, Etc., Office and Warerooms, No. 69 Beekman Street.**—The leading headquarters in the metropolis for paper cutting machines and other machinery for printers, bookbinders and paper-box makers is the establishment of Messrs. Geo. H. Sanborn & Sons, located at No. 69 Beekman Street. This firm are widely prominent as manufacturers of the celebrated Sanborn Paper Cutting Machines; also of machinery for bookbinders, printers, lithographers, paper makers, paper box makers, etc. The foundation of the business was laid in 1852, by Mr. George H. Sanborn, who came here from Portland, Me., his native town. He admitted his two sons, Messrs. H. L. and G. E. Sanborn to partnership some years afterward. Their warerooms in this city are spacious in size, and are kept fully stocked with the valuable specialties for the manufacture of which this house has become so widely famous. The firm here carry without doubt the largest and most complete stock of paper cutting machines and book-binders' machinery in the country. They can therefore fill all orders without any delay. The "Gem" manufactured by this firm has all the good points that are requisite for a strictly first-class paper and card cutter. It combines weight, strength and great power, with durability, accuracy and ease of operation. For fine cutting this machine is unsurpassed, while it presents a finished and handsome appearance. The "Eclipse" is a new low-price cutter for hand and power. It works very easily by hand, and has great cutting power. It is far superior to any others at the price. Its strength and power are warranted, the construction is simple, and the finish and general workmanship are purely "Sanborn." The "Star" is the most rapid working machine ever produced. It is, therefore, specially adapted for trimming, and very valuable for all kinds of job work, either in a book bindery or printing office. Purchasers are fully assured of the general firm construction of this cutter, and it is a universal favorite. The "Star" book trimmer possesses the vital points of speed, accuracy and strength to the highest degree of perfection. The list of machinery made and sold by this firm also includes paper cutting presses, knife grinding machines, iron standing presses, stamping presses, embossing presses, rotary card cutters, bevelling machines, perforating machines, gilding presses, paging and numbering machines, ruling machines, lithographers' embossing presses, wood frame shears, scoring and cutting machines, etc., etc., all in their various sizes and styles. Second-hand machines are also kept in stock and sold at moderate prices, and the house is headquarters for bargains in everything in this line. The trade is immense and influential throughout the United States and Canada. The Messrs. Sanborn are known and honored by the craft everywhere as expert leaders in their industry, whose brilliant success has been honestly won and is well deserved.

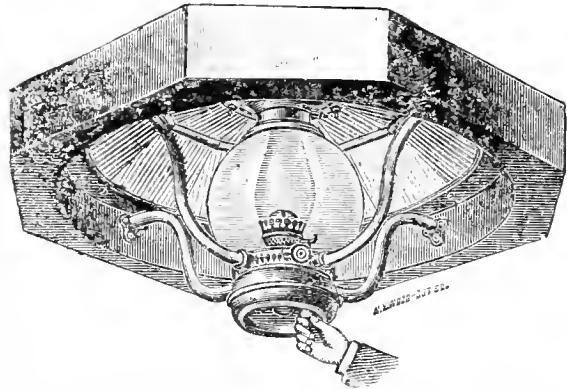
**McKAY & DIX, Ship Brokers and Commission Merchants, No. 45 South Street.**—An important feature of the commercial activity and enterprise for which the metropolis has ever been noted, and one which has borne a prominent part in rearing its vast business, wealth and prosperity, is its multifarious shipping interests. Of the many individuals and firms who have been instrumental in building up and fostering the maritime business that has been the stepping stone to the city's greatness, no one house has done more in its line than that of Messrs. McKay & Dix, the well-known ship brokers and commission merchants, whose offices are eligibly located at No. 45 South Street. The individual members of this firm, Messrs. Laughlin McKay and C. B. Dix, are both large vessel owners and have followed the sea for years. They established their present business here in 1876, and make a leading specialty of importing Cryolite from Greenland and exporting general American merchandise to that country. The deposit of cryolite at Ivigtut, in Greenland, stands unique and alone. There is no other workable mine or quarry like it in the world. Pure cryolite, to the ordinary observer, is a white stone. It is a good deal like white quartz and something like ice that has a mixture of snow in it. Until 1864 the entire product of this deposit went to Europe. Then the Pennsylvania Salt Manufacturing Company of Natrona and Philadelphia, Pa., began to import it. The difficulty which they first encountered was to get the cryolite from Ivigtut to Natrona. When Messrs. McKay & Dix organized their business here in 1876, they proposed to the company to build as fast as possible suitable vessels that would carry all the cryolite obtainable, having had considerable experience in the Greenland trade and knew what kind of vessels were needed. Their proposition was accepted, and the firm have since built twelve vessels, and under the management of this firm the annual importations are from 8,000 to 10,000 tons. By certain processes Cryolite, the fluoride of sodium and aluminum, is converted into sal soda or carbonate of soda, into bi-carbonate of soda, into alum and into caustic soda. To chemists the processes are said to be extremely interesting because they are simple and because the products are absolutely pure, the alum from cryolite being unique in this respect. Cryolite has further been used in the manufacture of opaque glass. Mixed with sand and oxide of zinc, a glass is made that very closely resembles porcelain and is yet almost as tough as iron. Messrs. McKay & Dix are prepared, by reason of their vast practical experience, ample resources and wide-spread connections, to conduct all operations under the most favorable auspices, handling all consignments with scrupulous care. Industry, capability and attention have placed them in the front rank of the shipping and commission trade, where they rightly belong. Mr. McKay was born in Nova Scotia, while Mr. Dix is a native of Maine. Both are residents of Brooklyn, in the active prime of life, and enjoy the respect and confidence of their fellow-men in all the various relations of life.

**READ HOLLIDAY & SONS, (Limited), Manufacturers of Aniline Dyes, Indigo Extracts, Dye Stuffs and Chemicals, No. 7 Platt Street.**—The development of the commerce of New York City is upon a most extensive scale; every phase of business is here represented by able merchants possessed of ample resources, enterprise and experience. Prominent among the number is the representative and widely known firm of Messrs. Read Holliday & Sons, Lim'd, whose works are situated in Huddersfield and Wakefield, England; Rouen, France, and Brooklyn, New York. In their various factories over one thousand five hundred men find employment. This flourishing and notable business had inception at Huddersfield, England, in 1830, being started in a modest way by Read Holliday (deceased) who commenced with the manufacture of liquid ammonia from gas liquor, and later on produced naphtha and benzole from gas-tar, which gradually led up to the manufacture of the beautiful colors which are obtained from the same source. Being a man of rare skill and foresight and untiring energy, his success from the start was positive and permanent, his whole career being an unbroken record of progress, while the sphere of his activities was steadily extended and his resources developed. He retired in 1868, retaining his energies and faculties unimpaired until the period of his death in 1889. Mr. Holliday invented the original naphtha flare lamp so well known all over the world. Upon the retirement of Read Holliday, the business was as successfully carried on and developed to its present magnitude by his sons, Thomas, Charles, Edgar and latterly Robert, until the date of its transformation into a stock company. Mr. Edgar Holliday identified himself more especially with the Brooklyn works which was established in 1864, and for several years was the only one in the United States producing coal tar colors. Mr. Edgar Holliday settled in Brooklyn where he was well known and highly respected, in connection with the Municipal Electric Light Company, of which he was a vice-president and also as the builder of the vast apartment house, "The Brevoort," corner of Fulton Street and Bedford Avenue. The head office of the New York house is at No. 7 Platt Street, N. Y., with branches at No. 367 Atlantic Avenue, Boston, and No. 45 N. Front Street, Philadelphia, Pennsylvania. The Platt Street office and warehouse is a substantial five-story building, fully stocked with a choice and varied assortment of Aniline Dyes, Indigo extracts, Dyestuffs and Chemicals. These goods are unrivaled for quality, purity, reliability and excellence by those of any other first-class house in the trade. All grades are here subjected to a final and careful testing before being sent out, and all orders whether by mail or long distance telephone (call "Cortlandt 1280") are attended to in the most expeditious and trustworthy manner, with their immense resources exceptional advantages and world-wide business connection, the firm are enabled to offer substantial inducements to the trade.

**L.** SHANLEY DAVIS, Wholesale Commission Merchant, No. 100 Barclay Street.—The American produce business has been aptly described as one of the main links in the great chain of our commerce. It is an industry having invested in it an immense volume of capital, and it is regarded as an honorable medium through which to achieve prosperity by a vast army of our astutest and most enterprising business men. Justly placed in the foremost ranks of these is Mr. L. Shanley Davis, of No. 100 Barclay Street. The business conducted by Mr. Davis is that of wholesale produce upon commission. The firm was established in 1866, by C. W. Dilworth, who died in 1871. Mr. Davis was book-keeper in the concern for about three years, when his ability received recognition in the shape of a share in the business, and on the death of the senior he became sole possessor. Mr. Davis handles all kinds of fruits in season; making a specialty of domestic goods. He is connected with some of the largest and best class growers in the country, who are enthusiastic in their appreciation of the promptitude and exactness displayed by Mr. Davis in their relations with him. He occupies four large floors of a conveniently located and well appointed building, and he employs a staff of about ten assistants. Mr. Davis is a native of Maryland, and a gentleman of middle age, in full possession of those rare commercial and individual attributes which contribute to form the ideal business man. He is a director of the Hoboken Savings Bank, and a prominent member of the Mercantile Exchange. He is also an associate of the Grand Army of the Republic and was for three years in the First Maryland Regiment as a first lieutenant. A work purporting to review the prominent business houses of the metropolis would be little better than inoperative, did it fail to comprehend mention of the business of Mr. L. Shanley Davis.

**H**YGIENIC WOOD WOOL COMPANY, No. 56 Broadway.—The science of surgery, during the present century, has attained a condition of perfection which renders it almost eligible for classification among the "exact" sciences. The storehouses of hothart and nature have been ransacked, to the end that there shall be lacking nothing to raise the science to the very highest pitch of usefulness, and the ingenuity of the inventor is kept rigidly taxed for contributions, the design of which is the better alleviation of human suffering or the more successful contention with disease. Among the recent important gifts of this character, to science, one important commodity merits special mention, and that for the reason of its great utility and the signal efficacy of its employment. This commodity is known as Hartmann's Patent Hygienic Wood Wool, the sole proprietorship of which, in the United States, belongs to the Hygienic Wood Wool Company, of No. 56 Broadway, New York. The article under examination is, without doubt, the best absorbent antiseptic ever produced, and as a dressing for wounds (one of the many uses to which it is put) it is invaluable. It possesses the many and unquestioned advantages over ordinary lint and other dressings of being easy of application; absolutely painless and comfortable, economical in the highest degree, antiseptic in quality and of possessing absorbent properties, superior to any other commodity. The Hygienic Wood Wool is prepared in various forms, among which the following are the more important: wood wool for sale by the pound or otherwise, wood wool wadding, wood wool tissue, of various sizes, accompaniment sheets, napkins, diapers for infants, and vaccination pads, etc., etc. The medical press and the profession are unanimous and enthusiastic in echoing the praises of the article, which is in constant use in every European hospital of any prominence or celebrity, and is invaluable and indispensable to the surgeon, physician and nurse. The company possess a comprehensive miscellany of most flattering testimonials from the highest sources, testifying as to the excellence of the wood wool preparations. The commodity is an article of German manufacture, the company having purchased from the original owners the sole representation in this country. The Hygienic Wood Wool Company was incorporated three years ago under the laws of the state of New Jersey. The officers of the company are Chas. C. Barton, president, and M. K. Hamilton, treasurer. In addition to the excellently located and appropriately equipped executive offices at No. 56 Broadway, the company has its warehouse, stock room, etc., at No. 163 William Street. A work upon the more important business houses of the metropolis, purporting, as does the one in preparation, to present a perfect reflex of the prosperity and influential character of the city, would be little better than a mere tissue of incompleteness did it fail to embrace within its covers a mention of the Hygienic Wood Wool Company.

**J**OSEPHINE D. SMITH, Successor to the Late Willard H. Smith, Manufacturer of Willard H. Smith's Patent Railroad Centre Lamps and Reflectors, and all kinds of Ship and Marine Lamps, Nos. 350 and 352 Pearl Street.—One of the representative and widely renowned enterprises of New York is that conducted by Josephine D. Smith as successor to the late Willard H. Smith, manufacturer of Willard H. Smith's patent railroad centre lamps and reflectors, and all kinds of ship and marine lamps, at Nos. 350 and 352 Pearl Street. This business was founded in 1842, by Willard H. Smith, on the site of Lord & Taylor's Grand Street store, and was continued by him with great and growing success for some forty years. At his death in 1882 his widow succeeded to the control, and is fortunate in her son, Mr. C. G. Smith, who takes the active management of the business. The premises occupied comprise five floors and a basement, 30 x 100 feet each, divided into manufacturing and sales departments, and supplied with every modern facility for promoting production and the systematic and successful prosecution of the business. As the leading house in its line in the United States, its immense domestic trade has been supplemented by such a large and constantly increasing demand from abroad that its lamps may now be found in almost every country on the globe. Their centre car lamps have several advantages over those of other manufacturers; they are warranted to stand any amount of draft and rough riding, are provided with a patent wick raising attachment, a patent ventilating attachment which carries off all unpleasant odors, and a patent telescopic metallic extension chimney, by the use of which the four rubber tipped screws used to hold the globe in place in the body-ring and the three spring screws in the metal chimney are done away with, thereby making considerable less work in adjusting. Special attention is also directed to this company's new and elegant designs in centre and side lamps, adapted especially to meet the constantly increasing demand for more light in all classes of passenger cars. The combination centre car lamp for electric cars, as used by the West End Street Railway Company, of Boston, is the acme of utility, elegance and convenience. They also manufacture headlights for Cable and Electric cars, Smith's Improved Hood Signal Light, Smith's Patent Locomotive Headlight, side or saloon lamps, combination shade and illuminator, silvered glass reflectors, square station lanterns, Police flash lanterns, Great Western railroad lanterns, tubular and hand or hanging lanterns, tempest lanterns, side gas lanterns, reflecting side lanterns, street lanterns, and the Angle lamp,—a powerful light on a new principle. For quantity of light, cheapness and portability it is superior to all upright flame lamps, gas or any system of incandescent electric lights. It economizes 75 per cent. of oil for amount of light produced, and is patented in the United States, Canada, Europe and South America. Orders of whatever magnitude are filled promptly, and a handsomely illustrated catalogue is sent to any address on application. The trade of the house reaches from the Atlantic to the Pacific, and throughout the Canadas, and is of the most gratifying and creditable character. The name "Smith of New York" is a valuable and familiar trade mark, and is a sufficient guarantee of the quality and desirability of all articles bearing that imprint.



**J. V. A. CRAIGHEAD**, Oils, Greases, and Cotton Waste, No. 253 5 Front Street.—The responsible house of which Mr. J. V. A. Craighead is the proprietor has won its position in the front ranks by reason of the great variety of merchandise handled, and the consequent large number of manufacturers in numerous and very diverse branches of industry, who have been able to make it a medium for their supplies, oil for illuminating purposes, and such as is adapted to the requirements of railroad and steamship lines being included among the kinds extensively handled. Indeed lubricants alone form a lengthy list, and the addition of sperm, whale, lard, neat-foot and cod oil by no means exhausts the catalogue of commodities which the experienced principal is able to find unrivaled sources of supply for, on the one hand, and a ready market on the other hand. Mr. Craighead established his business in 1879, and he has a connection reaching to all parts of the United States, and including many large buyers and sellers. Located originally at No. 257 Front Street, in 1891 he removed his office to No. 253 of that thoroughfare, and this is the busy center of a still growing trade. He is of Pennsylvania birth, and came to this city as a child thirty-five years ago.

**JOHN SOLTAU**, Dealer in Foreign and Domestic Fruit, Bananas a Specialty, Grower and Dealer in Water Cress, No. 874 Washington Street.—Mr. John Soltan dates the establishment of his business from 1890. He had previously been concerned in the trade with his brother on Little Twelfth Street, but the partnership was brought to a close in 1890, and, on July 1st of that year, the enterprise was initiated which is now under notice. All kinds of fruit grown in this country, and every kind from abroad which finds a place in American markets receives due attention at the establishment; and its store in the three-story building at the address previously indicated, has at all times a very choice display of the most luscious fruits in season. In amplitude the store is 50 x 100 feet and the heavy stock there carried is conspicuous for the very full line of bananas shown, this fruit being a variety which receives the special attention of the house, and which it imports direct in exceptionally large quantities. Another feature which marks out the firm as one well to the front is its immense dealings in water cress. Altogether the volume of trade which Mr. John Soltan has secured in the short time that has elapsed since the inauguration of his business on an independent basis, has proved highly gratifying. Mr. Soltan was born in Jersey City.

**LODI CHEMICAL COMPANY**, H. S. Deshon, General Manager, Office, No. 38 Platt Street.—The Lodi Chemical Company was incorporated under the laws of the state of New York in 1885 and the business which was begun at this date has since had a steady and substantial growth. The company's works is at Lodi, N. J., where they have a large, well equipped plant, employing thirty hands. The product embraces a great variety of chemical compounds, a specialty being made of acids, for which the company sustains a standard reputation in the trade. The main office at the above address in this city is commodious, well appointed and supplied with all the modern business conveniences, including telephonic and telegraphic connection with the works in New Jersey. Orders received here are transmitted to the works, and promptly filled. By shipping direct from the works the company saves to its customers, located all over the country, the time and expense of a dual handling. Mr. H. S. Deshon, the general manager of the company, is a gentleman of the highest business ability, and to his well directed and persevering efforts is to be largely ascribed the success achieved in the business.

**F. KAUFMAN & CO.**, Manufacturers of and Dealers in All Kinds of Leather, No. 178 William Street.—Established in 1866, as a purely trading concern importing calf skins, this house twelve years ago embarked in the manufacture of this description of leather, and the signal success which has attended it has been such that the "Excelsior" brand of Union tanned skins, which is their specialty, has become famous in all parts of the Union, and has been productive of a trade of great magnitude, the trained judgment of keen buyers, moreover, having been endorsed by the judges at the Paris Exposition of 1878, by whom a medal was awarded. Successful in this department, and in that relating to the dealing in leather generally, the house is accorded very liberal support, in appreciation of the favorable terms on which it handles glazed kid, wax calf skins, Dongola, and indeed about all variety of leather; its store, at No. 178 William Street, 25 x 75 feet in size, being ever well stocked with full lines in each of a very large number of kinds and grades. Two experienced commercial travelers represent the interests of the house upon the road. Born in New York state Mr. F. Kaufman has long been prominently and successfully identified with his trade in this city.

**H. P. WILLIAMS & CO.**, Jobbers in Blankets, Bed Comfortables, Mattings, Oil Cloths, Window Shades, Etc., No. 250 Canal Street.—An odd quarter of a century of uninterrupted prosperity sums up in brief the history of the well and favorably known house of H. P. Williams & Co., jobbers in blankets, bed comfortables, mattings, oil cloths, window shades, etc., No. 250 Canal Street, opposite Earle's Hotel. It was established twenty-five years ago on the busy thoroughfare mentioned, and for twenty-two years has been conducted under the present firm name. The business premises are spacious, commodious and well ordered, and an efficient staff of clerks and salesmen are employed, Mr. Williams exercising immediate supervision himself over every detail. A very large and first-class assortment of goods is always carried on hand here, the stock, which is of a comprehensive character, comprising handsome and serviceable blankets and bed comfortables in great variety, bedding, pretty mattings, mats, rugs, etc., floor and table oil-cloths in neat designs and varied patterns, elegant window shades and fixtures, and a general line of house furnishing dry goods. Every article offered for sale here is warranted as represented, while exceptionally low prices prevail at all times. Mr. Williams, who is the sole member of the firm (the company being nominal), has been long a resident of this city, and in the immediate neighborhood since 1857, and has been engaged in business altogether for thirty-three years here on Canal Street, having been manager for William Gardner and others for ten years.

**WILLIAM COPPERSMITH**, Manufacturer of Diamond Mountings and Fine Jewelry, No. 17 Maiden Lane.—This successful business enterprise was started in 1876 by the present proprietor, who had, previous to that time, had many years' practical experience in the business. The premises occupied are 25 x 50 feet in dimensions and are in every way admirably adapted to the purpose for which they are used, being fitted up with all the newest and most improved machinery and appliances known to the trade. In the manufacture of diamond mountings and fine jewelry for the trade Mr. Coppersmith has earned a well-merited reputation for excellence, and is generally regarded as a leader in that line. He also deals in diamonds, watches, etc., and keeps a choice and well-selected stock on hand which he disposes of at most moderate prices. Orders from the trade for repairing and altering receive the promptest attention and are executed in a thoroughly workmanlike manner. In short, Mr. Coppersmith is regarded as one of the most successful men in the jewelry district, and he well deserves his success.

**W. H. HENDRICKSON**, N. Y. Typesetting Concern, No. 12 Spruce Street.—A highly important enterprise contiguous upon the printing industry, in the general sense of the term, is that presided over by Mr. W. H. Hendrickson, at No. 12 Spruce Street. This gentleman inaugurated his enterprise in 1881, and has been eminently successful since then, prosecuting it with vigor and energy, and the result is shown in the first-class trade enjoyed. The premises occupied are in dimensions 25 x 75 feet, and comprise an upper floor of the building at the above address. A completely modern and varied stock is carried in types of all kinds while employment is given to ten expert compositors. The specialties of this house are embraced in the composition for magazines, trade-papers, newspapers, books, etc., as well as presswork, folding, wrapping and mailing, which are done in an adjoining building. The facilities of the establishment are of the best possible character, and its trade is widely extensive and influential. The proprietor is a native of this state, a thoroughly practical man of business in the full meaning of the phrase, and is much respected by those who enjoy his friendship. He prints the cheapest six-column eight page paper in the state, for the money.

**ANTHONY FIALA**, Diamond Setter, No. 61 Nassau Street.—Prominent among the diamond setters in the city, is Mr. Anthony Fiala. His business was established in 1883, and has been accorded a most liberal share of patronage by the leading jewelers in the city, and is considered to be one of the most reliable firms engaged in the business. The premises consist of a floor 25 x 75 feet in dimensions, used as workshop, being fitted up with all necessary tools and appliances pertaining to the trade. Mr. Fiala is a native of Austria, having come to the United States in 1851. He fought in the war from 1861 to 1865, was in several battles and came out as a lieutenant, having been wounded twice. Altogether his record was a noble and a gallant one. He is a member of the U. S. Grant Post G. A. R. 327 of Brooklyn.

**THE WM. C. BARKER COMPANY**, Manufacturers' Agents, Wooden Ware and Agricultural Implements, No. 69 Beekman Street.—This company was founded in February, 1890, and has been conducted with marked success and a rapid accession of influential patronage. Mr. Wm. C. Barker is a native of this state, and his partner, Mr. J. S. Johnston, was born at St. Louis, Mo. Both gentlemen are thoroughly practical. The firm among other valuable agencies represent the following leading manufacturers: E. Bement & Sons, plows, harrows, cultivators, etc.; Auburn Manufacturing Company, forks, hoes, scythes, etc.; The H. M. Myers Company, shovels and spades; A. W. Stevens & Sons, portable steam-engines, threshers, rakes, etc.; Powers' broadcast sowers; Fuller Bros. Manufacturing Company, zinc washboards; Columbia Handle Company, axe, pick and small tool handles; Wilkinson Manufacturing Company, boys' wagons, velocipedes, folding tables, etc.; the Kutz Manufacturing Company, wood hand rakes; Grand Rapids Wheelbarrow Company, canal railroad and ore barrows; Rawson & Thatcher, boss potato digger; Jennings Bros., Japanese paper-ware, pails, basins, bowls, also factories of broom handles, woodware, etc., etc. The premises occupied by the Wm. C. Barker Company have a capacity of 25 x 50 feet; they are well supplied with samples and conveniently fitted up. A large and rapidly increasing business is being built up, and the trade connections of the company extend throughout all parts of the world. The firm's excellent business methods, complete reliability, and, last but not least, the high position and status of the firms whose goods they handle, are matters which have gained these gentlemen a high reputation.

**SACHS & CO.**, Dealers in Graded Woolen Rags, No. 390 Pearl Street.—A reliable firm in this city for the supply of graded woolen rags in heavy and regular quantities, is that of Messrs. Sachs & Co., who are now extensively patronized by paper manufacturers and other wholesale consumers in and around New York. The business was established in 1870 by Mr. William Sachs, who in 1890 was succeeded by the present firm, its component members being the widow of the late F. Sachs and M. Perle, who do all in their power to promote the best interests of their patrons by supplying the several grades of woolen rags, carefully picked, at consistently low prices. The premises occupied consist of a well appointed office at No. 383 Pearl Street, and a four-story building at No. 390, each floor being 25 x 75 feet in size, fitted throughout in the best possible manner for the due prosecution of the business, ten competent assistants being steadily engaged. Of the able proprietors, Mr. M. Perle was born in Germany and came to the United States about twenty-five years ago.

**WILLIAM HOGG**, Leather Dealer and Horse Collar Manufacturer, No. 52 Ferry Street.—Established in 1850 by its present talented and experienced proprietor, the business of Mr. William Hogg is one that has been accorded a liberal measure of patronage, and has to-day one of the most enviable influential connections of the leather dealing firms of the city; its trade in connection with the manufacture of collars being of a scarcely less extensive kind. As dealers, the house handles harness, leather of all kinds, russet and black bridle leather, pump and rigging leather, trunk makers' leather, wax, grain, split and sole leather; and the trade of the house is to be found in most of the populous centers of the country. In order to meet these demands promptly the store and upper floor occupied at the address indicated each 25 x 75 feet in size are at all times kept well replenished with goods of each kind, inclusive of the collars of its own manufacture, in the production of which fifteen skilled workmen are kept regularly employed, the firm's horse collars being in strong favor, alike for their shapeliness, their handsome appearance and their durability. Of Scotch birth, Mr. William Hogg came to this country about forty-five years ago, and he has not only become markedly successful in business, but is regarded as one of New York's most worthy and valued citizens. Among the several important and responsible positions he occupies is that of a New York school trustee, which he has filled with credit and usefulness for nineteen years.

**WILLIAM DOBBINS**, Manufacturer of Picture Frames and Moldings, No. 163 South Street.—Mr. William Dobbins has for nine years demonstrated the entire reliability of his house, alike in the department devoted to the manufacture of frames, and in that relating to the supply of moldings. Originally premises were occupied on E. Broadway, but the generous measure of support accorded to the business rendered the space there at command inadequate to its requirements, and a removal was made in the early part of 1891 to the above address, where commodious premises are occupied and well trained employees are regularly engaged. Mr. William Dobbins, who is a native of this city, is a young man of marked ability, and the superiority of his products in both frames and moldings have not failed to make the business a brisk and lucrative one.

**J. WILLIAMSON & CO.**, Rockland Lake Ice, Office, No. 19 Ninth Avenue.—The oldest firm engaged in the ice trade in New York City is that of J. Williamson & Co., whose office is at No. 19 Ninth Avenue, near Thirteenth Street, and their city depot at the foot of W. Fifteenth Street. The business was organized thirty-two years ago by the present proprietors, Messrs. James Williamson and Charles S. Stowell, and under their able management it has since been prosecuted with steadily increasing success, the trade growing every year. The firm obtain their ice from Glacé Lake, and it can be relied on as being pure and free from all foreign matter. A large force of men and teams are employed, and the resources, connections and facilities of the house are such that they can successfully meet all competition. A leading specialty is made of supplying steamships, hotels, butchers and families with ice, and the service is perfectly satisfactory in every respect, while special orders are filled without delay. Orders may be sent by telephone, call No. 317, Twenty-first Street. The business of the concern is universal in the city and vicinity; and the firm, in addition to its family trade, has a large wholesale business. Messrs. Williamson & Stowell are both natives of the city, and thoroughly identified with the solid business interests of the community.

**JOHN WERNER**, Manufacturing Jeweler, No. 112 Fulton Street.—Mr. Werner has been established in business here as a manufacturing jeweler for fifteen years, and now has a large, liberal and influential patronage among the trade. He makes a specialty of manufacturing small jewelry, and having excellent facilities, is prepared to execute all orders promptly and at the lowest prices. Mr. Werner's goods cannot be excelled either for artistic design, beauty of finish, or excellence of workmanship, he being justly regarded as one of the most skillful jewelers in the city. Special attention is given to repairing. Mr. Werner also deals extensively in watches and diamonds and has some very desirable bargains to offer in this line, his prices being lower than those of most contemporaneous establishments. A branch of the business to which Mr. Werner devotes much attention and in which he is an acknowledged leader, is the manufacture of presentation jewels, emblems and medals. Mr. Werner, who is a native of Germany, has resided in this country for the last forty years.



**E.** E. SCHUYLER, Newspaper Mailing Lists, Etc., Nos. 61 and 63 Duane Street.—This gentleman has now been engaged in this business for the past four years, and during that period has deservedly secured the confidence and patronage of some of New York's leading publishers, who depend upon the facilities of this house as the means of having their publications introduced all over the world. He occupies a commodious floor of the building, Nos. 61 and 63 Duane Street, where he is prepared with special facilities for the setting up, printing, care and connection of mailing lists, the stamping of envelopes and wrappers, also the hand addressing of circular matter to all trades and professions. The salient recommendable features of this agency may be condensed in one word so valuable to the large mailer of books, circulars, pamphlets or catalogues, viz.: accuracy. Mr. Schuyler is a native New Yorker, a keen business man, and unquestionably reliable in all contracts he undertakes to perform, and his is the only house making an exclusive specialty of the care and correction of mailing lists.

**E.** NOS. P. MATHEWS, Wholesale Stamping of Linen Goods, No. 69 West Broadway.—One of the most reliable houses engaged in this city in the stamping of linen goods at wholesale is that of Mr. Enos P. Mathews, which is devoted exclusively to the trade in the stamping and embossing of linen fabrics and dry goods generally, the work being executed in the newest styles and the best possible manner. A trade reaching to all parts of the United States is enjoyed, and to meet which a staff of some ten competent workers is regularly employed at the branch office in this city, as well as about twenty at the headquarters in Philadelphia, at the corner of Eleventh and Market Streets, and the New York premises will shortly be made the headquarters of the house. The business was initiated at Ninth Street eight years ago by Messrs. Mathews and Cobb, and on the retirement of the latter gentleman, two years ago, Mr. Enos P. Mathews assumed sole control of affairs. The New York branch was inaugurated on January 1, 1891, and comprises one floor, 20 x 80 feet in measurement, used as office, salesroom, etc., and a floor above of similar size for the manufacturing department, every facility being furnished, such as machinery and appliances for the due prosecution of the flourishing trade carried on. The experienced proprietor, Mr. Mathews, is a native of Philadelphia, and maintains residences both there and in this city.

**J.** AMES LYONS, Manufacturer of All Kinds of Superior Round Leather Belting, No. 6 Ferry Street.—In that branch of the leather trade represented by the manufacture of superior round leather belting, a very widely and favorably known house is the old-established and firmly rooted one of Mr. James Lyons, the enterprise having been initiated in 1870, and from that date on an appreciable proportion of the large quantity of round belting required for sewing machines, fret saws, amateur lathes, and for light machines of an infinite variety of kinds, having been supplied from this source. Indeed the goods of the house are in exceedingly high favor with manufacturers and users of fine machinery, special attention being paid to the production of superior quality in numerous descriptions of leather, according to the particular purpose to which it is to be put, solid belting being made in sizes gradating by the  $\frac{1}{16}$  of an inch from  $\frac{1}{2}$  inch to  $\frac{3}{4}$  inch, and round twist from  $\frac{1}{2}$  inch to 1 inch. In the manufacture of these, special machinery is used, and steam-power freely employed, the nine skilled operatives engaged being thus enabled to turn out prodigious quantities. Mr. James Lyons, to whose ability and well-directed energy the success of the house is alone due, has resided in New York nearly all his life, and is a native of Ireland.

**E.** MIL BRETTHEIMER, Tanner and Currier, No. 7 Ferry Street.—A prominent house engaged in the tanning and currier trade of New York is that conducted by Mr. Emil Brettheimer at No. 7 Ferry Street. Eleven years of uninterrupted prosperity marks the career of this house, which at the present day supplies the demands of a trade reaching throughout a wide radius of territory. Three spacious and conveniently arranged lofts, each 25 x 75 feet, are occupied at the above address, and here the special departments of the business are operated with systematic despatch, the services of six experienced workmen being at all times retained. This house executes all work in this branch of industry to order, and in the best style of workmanship. It follows the most enlightened and highly approved methods in tanning, and necessarily produces an article of the best grade and quality. Special attention is given to refinishing imported and domestic calf skins, and to all other kinds of leather as well, while a feature is made of pelts and fur trimmed with the hairs on. The proprietor, Mr. Emil Brettheimer, is practical and experienced in all that relates to the industry, and exercises a close and careful supervision over its every detail. He was literally brought up to the business, and comes from a family of famous tanners. Mr. Brettheimer was born in Germany, and has lived in the United States twelve years.

**A.** E. CREVIER & CO., Manufacturers of Fine Enamelled Litho. Plate Papers, Cards and Cardboard, Nos. 56 and 58 Warren Street.—A firm engaged in this line, for whose goods there is a large demand from all parts of the continent, is that of Messrs. A. E. Crevier & Co. Besides the manufacture of fine enamelled litho. plate papers, this firm are makers of cards and cardboard, and the absolute reliability of the whole of their products have been the direct causes of the extensive trade which has accrued to the house, reaching, as it does, to all the principal cities in the eastern states, and to Canada. The business received its inception at the hands of its present proprietor, Mr. A. E. Crevier, in 1872, and the trade now controlled necessitates the retention of four traveling salesmen, who represent the firm's best interests in various localities, and the steady employment of upwards of eight skilled operatives in the manufacturing department. The premises at the above address consist of two floors, each 25 x 100 feet in area, used as office and factory, the latter being furnished with a complete equipment of machinery, tools and appliances pertaining to the trade. The excellent quality of the firm's goods is now well recognized among lithographers, engravers, printers, and other wholesale consumers, the superiority being, perhaps, most pronounced in the fine enamelled litho. plate papers. The proprietor receives from and is exclusive agent for various leading manufacturers in these lines, is a practical paper maker of a dozen years' experience, and is a native of New York. A full line of glazed and fancy papers has been added lately to the already large stock.

**P.** O'SHEA, Agent, Publisher, Bookseller and Importer, No. 45 Warren Street.—Thirty-six years of progressive and exceptionally useful trading on the part of Mr. P. O'Shea has been potent in the rearing up of a most influential and wide-reaching business for this house. At the period of its inception the business was conducted on Broadway, thereafter on Bleeker Street, subsequently on Barclay Street, and from 1881 at its present location, No. 45 Warren Street, where it has premises worthy of so responsible a house, consisting as they do, of three floors, each 25 x 75 feet in measurement. The portion devoted to the publishing department of the firm's business, is equipped with an excellent selection of type of the latest designs, and some of the most modern machinery. Here school books of various kinds are printed on a large scale, and a great number of religious works, stories, biographies, etc. are published. Standard works are imported from England and the continent in great bulk, and an excellent selection of classical and modern authors is to be found on its shelves. Beyond this, the house is regarded as one of the best sources of supply for literateurs, by reason of its readiness to obtain any work to order; a task it is enabled to accomplish readily by reference to the catalogues of works published by the great European houses which it carefully preserves. Special attention is devoted to the requirements of missions and parochial libraries, which it supplies at specially reduced rates. In all departments the house has met with the widest and highest recognition, and the extensive business, which now gives employment to twenty-six hands, is still developing. Mr. O'Shea who is fifty-five years of age, was born in Ireland, but has resided in this city forty years, and is highly popular.

**F**RANKLIN C. WHITE, Hardware Manufacturers' Agent, No. 102 Chambers Street.—A gentleman who is prominently connected with the hardware trade and is thoroughly representative of its best methods is Mr. Franklin C. White, hardware manufacturers' agent, No. 102 Chambers Street. Mr. White, who is a native of Connecticut, has been established in business here for the last ten years, during which period he has succeeded in building up a large and influential patronage among the jobbing trade throughout the country. He is agent for such reputable and well-known concerns as the Cheftain Hay Rake Company, of Canton, O.; William Shrimmer, Son & Co., hardware manufacturers, Freemansburg, Pa.; and the Rhode Island Novelty Company, manufacturers of hardware novelties, Providence, R. I.; also agent for J. H. Hoague, Chicopee, Mass., tracing wheels, can openers, etc.; N. N. Hill Brass Company, East Hampton, Conn., brass bells, chimes, call tea and electric bells and toys in brass. Owing to his intimate relations with the manufacturers, from whom shipments are made direct to customers, he is enabled to offer advantages in terms and prices which it would be difficult to duplicate elsewhere. He occupies a commodious and attractively fitted up office and sample room on the third floor of the Aldrich Building, where customers are always received with Mr. White's almost proverbial courtesy.

**H**ATCH & CO., Manufacturers of Patent Milk Cans, Pails and Tins for Shipping Lard, Butter, Biscuit, etc., No. 495 Greenwich Street.—A house that has long occupied a prominent position in this industry, and which has been in operation for upwards of a half century, is that of Messrs. Hatch & Co. The business was founded in 1839 by Philip Feets, and he was succeeded some years later by Messrs. A. L. and F. L. Hatch, who traded under the firm name of A. L. Hatch & Co. In 1880 Mr. A. L. Hatch retired, and his brother, Mr. F. L. Hatch, admitting Mr. B. Hopkins to partnership, adopted the firm name of Hatch & Co. The enterprise was first carried on on Beach Street, next on Vesey Street, after that on Desbrosses Street, and at the present address since 1884. Here, the premises occupied comprise three floors, each 30 x 100 feet in area, and the place is equipped in the most approved style. Employment is furnished to fifteen experienced hands. The firm manufacture patent milk cans, pails and tins for shipping lard, butter, biscuit, etc. The trade of the house is both wholesale and retail, and no pains are spared to maintain its high standing and the unsurpassed superiority of its products. The salesroom contains a heavy stock of these goods, and also a superb line of cooking, parlor and office stoves. The co partners are Messrs. F. L. Hatch and B. Hopkins, the former a native of New England, the latter of New York.

**R**UDOLPH RUETIMAN, Jeweler, Second Floor, No. 32 John Street, Room No. 10.—New York has long been noted as the leading center of trade in this line, and a flourishing house engaged therein is that of Mr. Rudolph Ruetiman. Mr. Ruetiman is a native of Switzerland, a country which has probably produced more first-class watchmakers and jewelers than any other in the world, but has made this country his home since 1836. After working at his trade in various leading establishments he determined to branch out for himself, and accordingly started in business on his own account in 1880, and is a thorough master of his business, prompt, energetic, reliable and obliging. Mr. Ruetiman makes a specialty of repairing difficult or badly broken jewelry in such a manner as to make it equal to new at very low prices. He also undertakes jobs of all kinds in the jewelry line to order, and customers can depend upon having all work entrusted to him promptly executed in the very best style. Mr. Ruetiman is a member of the Knights of Honor, and is highly esteemed.

**H**EESECH & SIBBERT, Carpenters and Builders, No. 131 Beekman Street.—A prominent and old established firm of carpenters and builders in the down-town portion of the city is that of Messrs. Heesch & Sibbert. The business was founded in 1875 by the present proprietors, Mr. J. Heesch and Mr. H. C. Sibbert, and the chief lines of trade pursued are the making of boxes, cases, crates etc., and a general carpentering business such as the erection of frame buildings, the finishing of interiors, stair building and job work of every description, including repairing. For these several purposes, premises are occupied at the location indicated, consisting of a spacious workshop, 25 x 75 feet in area, fitted with circular saws, planes, molding and other machines and all accessories incidental to the trade, steam-power being the actuating force employed and a staff of fifteen skilled workers regularly engaged. Of the two active proprietors, who are both of middle age, Mr. Heesch was born in Germany, and has resided in the United States for the past thirty years, while Mr. Sibbert is a native of New York.

**W**ILLIAM R. VIDAL, Manufacturing Stationer, No. 34 Broad Street.—Mr. William R. Vidal controls a very extensive trade among some of the best mercantile houses in New York. The business was established at the present location in 1865 by Messrs. Vidal, Brown and Warner, who were succeeded in 1871 by the present sole proprietor, Mr. William R. Vidal, he having since conducted the enterprise in his own name. Although possessing no factory of its own, the firm receives orders for printing, binding and the manufacture of stationary and stationers' supplies, and has the work executed under contract, by the most responsible manufacturers, every item undertaken being subjected to the closest scrutiny and most rigid examination before being delivered to customers, to the exclusion of all but the finest work, best calculated to give all-round satisfaction. The store, 30 x 100 feet in area, is well fitted and appointed, and contains a very large and complete stock of stationery, blank books and supplies of every description. The able and experienced proprietor, Mr. William R. Vidal, is a native of New York, a resident of Jersey City.

**O.** C. HATCH, Hides and Skins, No. 92 Gold Street.—Mr. O. C. Hatch established the flourishing business which he now operates about 1860 and has succeeded in gaining a foremost position in the trade. The premises devoted to business purposes are thoroughly convenient and well arranged. The capacity is about 25 x 50 feet, and all needful facilities are supplied throughout each department. A competent and efficient staff of employees are engaged in the establishment, and the proprietor devotes himself exclusively to the best interests of his patrons. Mr. Hatch does a substantial business in hides and skins and makes a specialty in favor of raw hides and skins, calf and kid being most particularly studied. This energetic gentleman has been so long in the trade and has acquired such valuable knowledge of the markets that he is prepared to offer purchasers advantages of the most important character, while his resources and connections enable him to handle the largest orders and contracts and supply the choicest grade of goods that are brought into this or any other city. He sells largely to tanners and manufacturers throughout the whole of the United States. Mr. O. C. Hatch is a native of New York City, and enjoys a most enviable reputation in commercial circles.

**S**MITH & MOLLER, Auditors and Accountants, No. 39 Broadway.—Thoroughly trained as public accountants and auditors Messrs. Smith & Moller are rapidly gaining headway. The business was inaugurated only in March, 1890, and already the firm has had the handling of a large number of mining and corporation books. They are auditors for some of the principal hotels, including the Cambridge. In the auditing of these, scrupulous care is taken, and the painstaking and conscientious way in which the work is performed wins for the young firm numerous and hearty recommendations. In the adjustment of partnership, closing of books on retirement or death of members of firms, preparing of balance sheets, and the periodical writing up of books, the principals do efficient and reliable work. Their offices at room No. 23, No. 39 Broadway, are well known, and their connection extends from one end of the city to the other. The partners are Mr. Charles B. Smith, and Mr. H. Esk. Moller, the former born in England, and for ten years a resident in this city, and the latter a native of Denmark who has lived five years in New York.

**BUTTON & THURSTON**, Manufacturers of Shoe and Leather Dressings, Blackings and Oil Dyes, No. 71 Barclay Street. —Blacking and oil dyes are manufactures which, until within the past generation were almost exclusively imported from Europe, but are now largely manufactured in our own country. A firm which has contributed its full share in bringing about this desirable result is that of Button & Thurston. The business was inaugurated in the year 1876 by Mr. E. L. Button, and subsequently traded under the title of Button & Otley, on the admission of a gentleman of the latter name to partnership. Mr. Charles S. Thurston succeeded Mr. Otley in the partnership in January, 1890, thus securing an interest in one of the most eminent and successful houses in their line in the country. They manufacture shoe, harness and leather dressings, blackings, oil dyes, etc., and "Ve-Vi-Vum," a patent leather preservative. The great specialty of the house, and that which has won for it such unrivaled prestige, is "Button's Raven Gloss Shoe Dressing," which is in high favor in all parts of America and Canada, and in several foreign countries. The house is represented on the road by fifteen traveling salesmen. For the purposes of the business a fine building of four floors, each 30 x 100 feet in size, is occupied, and forty trained employees there find regular employment. The transactions of the firm are exclusively wholesale. The proprietors, Mr. Eugene L. Button and Mr. Charles S. Thurston, are both natives of New York, and are worthily promoting the country's manufacturing industry.



**I. HAMBURGER & CO**, Importers of Sumatra and Havana Tobacco, No. 174 Water Street. —About the oldest house engaged in the importation of the best growths of Sumatra and Havana tobacco is that of the well-known and responsible firm of Messrs. Hamburger & Co. This business was established by the present proprietor, Mr. Hamburger, as long ago as 1856, and it has steadily grown into favor and popularity, and is now ranked as one of the first houses in the trade, dealing in and importing only the choicest growths of Havana and Sumatra tobaccos, and with a trade extending to all parts of the United States. The business controlled is now of such a volume as to necessitate the retention of a large salesroom, warehouse and office—which are located at the address indicated above, and comprise a fine building of five stories, each floor being 25 x 100 feet in dimensions—all well appointed and arranged for facilitating and receiving, storing and delivering of the heavy consignments handled. A large stock of East and West Indian tobaccos is always carried, and is representative of the finest crops of these tobaccos for years back. Mr. Hamburger is of German birth and is able to claim a residence in this country of forty-eight years. He has had a long and diversified experience in the tobacco business from planting to cigar manufacture, and is in a better position than the majority of his competitors to serve the trade with uniform satisfaction.

**WILLIAM A. BRIGGS**, Last and Tree Manufacturer, Nos. 91 and 93 Cliff Street. —A last and tree manufacturing business in very high repute with leading and critical boot and shoe manufacturers is that of which Mr. William A. Briggs is the talented proprietor and which he founded in 1878. A shop, 20 x 40 feet in size, is provided with the best and most modern of lathes, shaping machines, etc., and with steam-power. So equipped, the establishment is able to turn out a large quantity of work of standard and staple kinds. But the great specialty of the house is custom work, and it has a high repute for the making of lasts to fit any shaped foot perfectly. Scrupulous and intelligent care is taken in the thorough seasoning of all wood employed in the manufactures, a large stock being kept constantly on hand, and fresh supplies being put to mature as the more seasoned stock is used. Mr. Briggs, who now has from three to five of the most expert craftsmen in his service, and is himself a thoroughly skilled workman, was born in England, and has been in the United States for eighteen years.

**JOHN A. HULL**, Weigher of Merchandise, No. 103 Gold Street. —New York, being the chief of the four great seaports of the United States, necessarily gives life to many important side enterprises bearing upon the customs or revenue department of the federal service, chief among which is the "weigher of merchandise." And in this connection it behooves us, in the prosecution of our work, to make mention of the office controlled by John A. Hull, at No. 103 Gold Street. The business carried on by him, as noted in our headlines, was established as far back as 1859. Mr. Hull weighs all merchandise of any description that comes through the custom house, whether subject to duty or not, and gives the utmost satisfaction to his patrons, included among whom are some of the heaviest importing firms in New York. Mr. Hull makes a specialty, if it can be called a specialty, in weighing hides, particularly those coming from the La Platte river, receiving from six to eight cents per one hundred pounds, for so doing. Mr. Hull was born in New York, and is widely known and esteemed among all classes of our merchants. His assistant is Mr. Harry M. Gilder.

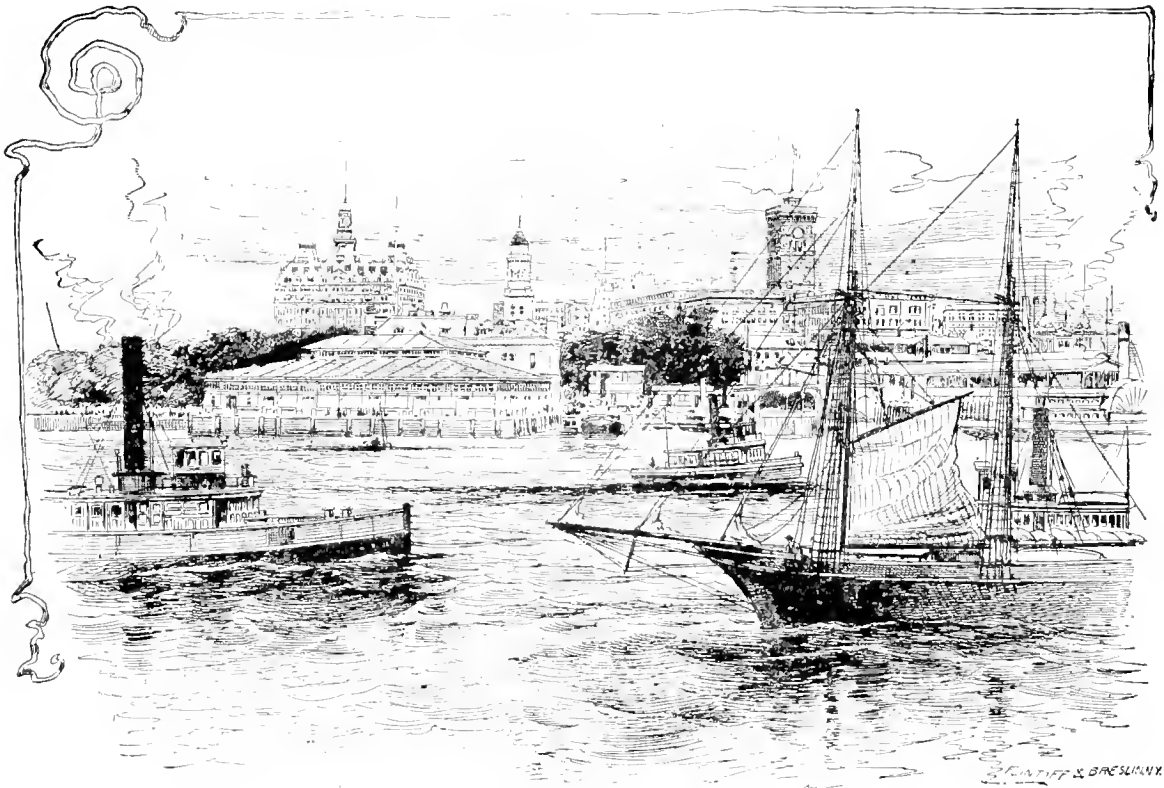
**PETER J. JOHNSON**, Preparer of Boxwood for Engravers' Use, No. 46 Beekman Street. —One of the leading houses in this line in the city is that of Mr. Peter J. Johnson, whose establishment provides boxwood for the requirements of the engraving trade on a large scale; a really complete equipment of plant, including modern machinery specially designed for the uses of the trade, being provided and driven by steam-power. Routing, blocking and mortising is here undertaken, and also all kind of metal work incidental to the trade. Over fifteen tons of hard wood are used per year upon the premises. These consist of a fourth floor, 25 x 100 feet in extent; and twelve trained workmen are regularly employed, despite the fact that such improved labor-saving appliances are used. Mr. Peter J. Johnson, who initiated his business four years ago, has had twelve years' experience in this line. He is a gentleman of Swedish birth, who came to New York thirteen years ago, and he is now one of the foremost men in the city in his important trade.

**L. P. ROSE**, Factor, Shipping, and Commission Merchant, Nos. 5 and 7 Dey Street. —Thirty years of uninterrupted business experience is the record of the house of which Mr. L. P. Rose is the head. Founded in 1860, the record of the house as a factor, shipping and commission merchant firm has always been good, and, becoming more firmly rooted year by year, has now attained a degree of eminence and solidity which places it in the front rank. Its specialty is agricultural implements and hardware, and these, to anyone familiar with the almost endless inventions and improvements that have been recently introduced under the first head, and the ten thousand and one articles embraced in the word "hardware," may seem sufficiently comprehensive. The enviable reputation which Mr. Rose has won for his firm by undeviating good faith and sterling integrity causes its services to be in very frequent request. Mr. Rose's strongest point, however, is the implements and hardware departments, in which he is a past master, his intimacy with the innumerable articles, their place of manufacture and market price, being almost incredibly comprehensive, and gaining for him the admiration of a very large number of correspondents in America and abroad. Mr. Rose was born in this state and is looked upon as a thoroughly representative business man.

**B**LACKWELL BROTHERS, Foreign and Domestic Fruits, and General Commission Merchants, No. 39 Park Place.—Among foreign and domestic fruit and general commission merchants a very noted and flourishing old house is that still known as Blackwell Brothers, though Mr. S. H. Blackwell became sole proprietor upon the death of his brother, Mr. S. H. Blackwell, in 1880. The business had its beginning in the year 1855, when the firm name was Heurt & Blackwell, and so continued for ten years, when the brothers named became the sole partners. The firm has had occasion to make several removals in order to secure the increased accommodation rendered necessary by the expansion of its trade, and finally took up its quarters at its present location three years ago, where it has spacious accommodation, represented by five floors, each 25 x 100 feet in expanse. The house is busily engaged in the unshipping and shipping of merchandise consigned to it on commission from all the fruit growing centers of this country, and imported direct from all Mediterranean ports and elsewhere, and forwarded to regular customers in almost all parts of the Union, handling in large quantities all kinds of fruits of the choicest and primest quality, each early in its respective season. Oranges and lemons are among the firm's great specialties, as are also the famous Malaga grapes; and the facilities possessed for the procuring of these, together with the care and skill exercised in the packing and shipping of them, explains the commanding hold the house has upon the trade. Mr. Blackwell, who is an active member of the Foreign Fruit Exchange and of the Mercantile Exchange, is a gentleman of New Jersey birth, about fifty-two years of age, who has lived in this city nearly the whole of his life.

**A**LBERT SUSSTRONG, Manufacturer of Watch Cases, No. 16 Maiden Lane.—The manufacture of watch cases is a specialty in which, of recent years, a large amount of capital has been invested. A leading house in this line in New York is that of Albert Susstrong. Mr. Susstrong, having had many years' experience as a practical maker of watch cases, started in business as a jobber and manufacturer on May 1, 1885, and his business has been steadily increasing ever since, his goods commanding themselves to the trade wherever they have been introduced, owing to their fine finish and general good workmanship. He manufactures engine turned, engraved and other fine gold cases, and, having excellent facilities, is enabled to fill orders promptly. He numbers among his regular customers many of the leading jewelry houses in the country, and his goods have never failed to give the utmost satisfaction. Mr. Susstrong, who is a native of Switzerland, has resided in this country for thirty years.

**J**OHN LAUDER, Card Engraver and Printer, No. 2 John Street.—This business was established as far back as 1843 by the present proprietor, who has had a life-long experience in the various branches of the engravers' art. The business, although chiefly confined to New York, is among the best houses in the trade, and the work turned out is of the finest description only. A specialty is made of visiting cards, wedding invitations, etc., for which the firm has a high reputation. The premises consist of a finely appointed workroom fitted with all tools, appliances, etc., pertaining to the trade. An elegant assortment of the firm's best work is to be found here, and one highly representative of the most recent developments in the art of engraving. Mr. Lauder has been in business on John Street since 1840, and is a thorough artist and intimately acquainted with the wants of the trade.



A VIEW IN NEW YORK BAY.

**R**ICE BROTHERS & TIFFANY, Manufacturers of The Armand Perfumes, Sachet Powders, Toilet Waters, Powders, Etc., No. 148 Duane Street.—In succeeding by purchase to the perfumery department of Messrs. Herman Loeb & Co., one year ago, Messrs. Rice Brothers & Tiffany came into the possession of a concern which had become famous all over the United States. The goods manufactured include "The Armand Perfumes," sachet powders, toilet waters, face powders, toilet powders, etc., of the highest grade, the firm being famous for the production of such perfumes and toilet requisites as are of delicate bouquet, of great strength and purity, and free from harmful ingredients. The salesroom, factory, etc., which are on the second floor at No. 148 Duane Street, are provided with everything, either in respect to materials or plant, which can promote the prosperity of this flourishing business, five qualified assistants being there employed, while two experienced traveling salesmen represent the interests of the house. The salesroom previously referred to is 25 x 100 feet in size, and a very complete general line of perfumery is in stock, and the house is thus able to fill all orders with commendable promptitude. The partners are Mr. A. W., Mr. F. E. Rice and Mr. D. E. Tiffany, the two former natives of Massachusetts and residents of this state for the past ten years, and the latter a New Yorker by birth.

**J.** GUNDLACH & COMPANY, California Wines and Brandies, No. 52 Warren Street.—The high-grade wines and brandies produced by J. Gundlach & Company, proprietors of the far-famed "Rhine Farm," Sonoma, with distributing headquarters, corner Market and Second Streets, San Francisco, and New York office and depot, No. 52 Warren Street, are by universal assent California's choicest production. These wines and brandies are noted for their absolute purity, choice flavor, tone and general excellence, being maintained at a uniformly high standard; and of the superiority of the same certainly no more unfailing criterion could be adduced than the enduring hold they have secured on popular favor everywhere. The "Rhine Farm," which was the pioneer venture in vineyards in California, comprises two hundred acres of the finest land for the purposes indicated, and the facilities for raising the crops and preparing the same for vintage are perfect. The senior member of the firm, who started the enterprise in 1857, exercises close personal supervision over the various processes incidental to the business. He is a prominent member of the Wine Growers' Association of California, and his son, Charles Gundlach, is in charge of the New York branch, while Mr. Chas. Bunsclm the junior member of the firm is commissioner for the San Francisco district of the Viniculture Society. The wide-spread and increasing demand for their wines and brandies in the east impelled the firm to establish a connection in the Metropolis, and accordingly in October, 1885, the office in this city was opened, the venture proving a signal success. The quarters here occupied are commodious and ample, and a large stock is always kept on hand, orders being filled from the New York branch or the San Francisco house direct in the most expeditious manner. Every article sold by this widely known and reliable firm is guaranteed to be absolutely pure and of the finest quality, while the prices quoted are exceedingly low, and relations once established with the concern are certain to lead to a permanent business connection.

**H**EPPE, KOVEN & CO., Steam Sheet Steel, Sheet Iron and Copper Works, Manufacturers of High Pressure Galvanized Range Boilers, Plumbers' Tanks, Etc., Office, No. 18 Spruce Street, Telephone Call, No. "654 Nassau."—There are numerous manufacturing establishments represented in New York that maintain an active trade and do a large annual business in their respective lines of goods, but it is only here and there that we find a great representative concern, alert to avail itself of every method and every invention which can in any way tend to improve the quality or extend the field of usefulness for their goods. The growth and development of such concerns cannot be gauged by the general run of trade. They are on a different plan, and fill a sphere of usefulness of the widest extent, with the largest consumers of their specialties for permanent customers. An apt illustration of this is the great house of Messrs. Hepe, Koven & Co., proprietors of the Steam Sheet Steel, Sheet Iron and Copper Works, at Mountain and Paterson Roads, Jersey City, with offices at No. 18 Spruce Street, New York. This firm have an international reputation as manufacturers of high pressure galvanized range boilers, air boilers, air brake cylinders, varnish kettles, expansion tanks, oil tanks and all kinds of sheet steel and sheet iron specialties for the domestic and foreign trade. The works at Jersey City cover an area of 335 x 80 feet, and are splendidly equipped with large punching presses, rivetting machines, drawing presses and ample steam-power, and steady employment has been given to fifty skilled mechanics. The firm are perfectly prepared to execute any kind of work in sheet iron or copper; make to order any kind of tanks for oil, house, factory or plantation use, and furnish the finest boilers of steel. When the friction of competition rules more closely than ever, it is only those who have full confidence in their resources who can possibly come to the front. Unquestionably the foundation of the success of this house lies in the complete knowledge possessed by its proprietors concerning all details and processes of manufacture. They are all practical men at the business, and give it the benefit of their close personal attention. Their boilers, tanks and other specialties are the best in the market, and their perfected facilities enable them to supply the trade promptly at the lowest bottom prices. All orders receive immediate and careful attention and entire satisfaction is accorded to patrons. The business is not only large and influential throughout the United States, but a very heavy trade is enjoyed with South America. The co-partners, Messrs. Theo. Hepe, Wm. Koven and L. O. Koven, established this business in September, 1881, and have built it up to its present magnitude on the sound and substantial basis of merit. Mr. Theo. Hepe is a native of Germany, who came to this country in 1863; Mr. William Koven was also born in Germany, and has resided here since 1849; while his son, Mr. L. O. Koven, is a New Yorker by birth and training. These gentlemen combine ripe experience and vigorous enterprise to form a firm of commanding influence, wide popularity and international repute.

**S.** J. PARDESSUS, First-class Oval, Square and Round Glass Shades, No. 74 Murray Street, Near College Place.—Mr. S. J. Pardessus is the oldest and foremost representative of this particular branch of art in the metropolis, and has a flourishing business, his goods being not only in wide and growing demand in the trade throughout the United States, Canada and Mexico, but are exported quite considerably also to Central and South America. He manufactures a great variety of oval, square and round glass shades, in all sizes, of good color, clearness and toughness, for covering clocks, birds, baskets and floral pieces; also deep convex glass, framed in ebony finish polished, 8 to 18 inches in diameter, for like purposes, and for exhibiting trade samples, wreaths, etc. Mr. Pardessus also manufactures glass shades with a knob on top (secured from inside), for watchmaker, telegraphic, microscopic and other uses; glass domes, 6 to 28 inches in diameter, and 3 to 14 inches high, and gives special attention to yacht and boat model cases, which are made to order in ebonized or redwood frames in the highest style of the art, at short notice. His productions are noted for ingenuity of construction, beauty of design, elegance of finish and durability. The quarters occupied are commodious and well appointed, and an efficient staff is here employed, the manufacturing being done by contract. A large and unusually fine assortment is constantly kept in stock, and all orders receive immediate attention. Mr. Pardessus, the proprietor, is a gentleman somewhat past the meridian of life, but still active and vigorous, and is a New Yorker by birth, though a respected resident of Brooklyn some forty odd years. He was for several years during the war an efficient sectional president of the Union League branch in Brooklyn, of which organization he is one of the oldest members. Mr. Pardessus is essentially a self-made man, and has carved his way unaided since youth to prominence and distinction by force of character, perseverance and intelligent effort. He commenced his business career as a clerk in a large importing house, where, although yet a youth, he soon won the confidence and favor of his employees, and was rapidly advanced, soon occupying a responsible position in the establishment, finally becoming a joint partner in the house. With characteristic enterprise, he started on his own account in 1848, and for years was extensively engaged in importing French specialties in glass. At the outbreak of the late war, he conceived the idea of manufacturing the goods himself, as the same could be imported only at a loss at the period indicated, and, accordingly, purchased a factory for the purpose. The venture proved a signal success, and Mr. Pardessus was for several years the sole manufacturer of glass shades in this country.

**STANDARD STAVE & COOPERAGE CO.**, New York and Boston, Staves and Heading, for Export and Domestic Use, Office, No. 19 Whitehall Street, Isaac B. Mills, Agent.—The growth of this interest has been especially notable within recent years, and has brought to the front in the metropolis a number of prosperous merchants, prominent among the others being Isaac B. Mills, agent for the Standard Stave and Cooperage Co., New York and Boston, manufacturers of staves and heading, for export and domestic use, also manufacturers of tanks, casks and kegs of all kinds, office, No. 19 Whitehall Street (Room No. 31, Kemble Building). This gentleman also represents the New York Cooperage Co., manufacturers of kegs, barrels and cooperage of every description, and deals in cooperage stock generally. Mr. Mills, who is treasurer of the New York Cooperage Co., is a gentleman of about thirty-five years of age and a native of Boston. He is a man of energy and enterprise and of ample experience in this line, being thoroughly conversant with the trade; and during the entire period he has been established here has been signally successful, shipping to all parts of the globe. Mr. Mills occupies commodious quarters on the second floor of the Kemble Building, and employs several clerks. He is prepared to execute orders for anything in the line indicated, either for home consumption or export, at bottom prices, quoting the most liberal terms possible, while all goods sold by him are fully warranted.

**WEYMAN BROS.**, Eastern Office, No. 18 Broadway.—One of the oldest houses in the United States engaged in the manufacture of tobacco and snuffs, is that of Messrs. Weyman & Bro., of Pittsburgh, whose eastern office is located at No. 18 Broadway, rooms Nos. 926-927. The inception of this house dates back to 1827, and during the two thirds of a century that it has been in active operation it has ever maintained an enviable reputation for the superiority of its products, and it has developed an influential trade extending to all parts of the United States. The works in Pittsburgh are equipped with the most modern steam-power machinery, furnish lucrative employment to a force of two hundred and fifty hands, and have a productive capacity of 2,000,000 pounds of tobacco a year. The tobaccos and snuffs made by this house have a national reputation for superiority of quality, and are unsurpassed in general excellence. The agency in this city was opened in 1879, and has from the first been in care of Mr. W. A. Robinson, under whose able management the eastern trade of the house has been greatly increased. He has been in the tobacco business for the past twenty-six years, and has been with Weyman & Bros. for the past twelve years and is one of their most trusted lieutenants. He is a native of Massachusetts, but has resided in New York since 1865.

**L. A. EBERHARDT**, Manufacturing Chemist, Manufacturer and Importer of Soluble Extracts, Colorings, Gum Foam, Essential Oils, No. 227 Pearl Street, Near John.—In succeeding to the business of Mr. Adolf Convert in 1890 Mr. L. A. Eberhardt came into the possession of an enterprise enjoying a high reputation as a manufacturing and importing concern, dealing in soluble extracts, colorings, gum foam, essential oils, Palmetto and Florida flavoring extracts, chemicals, drugs, etc. The house commands a business of very considerable volume in all the goods specifically named, and the list of goods it handles which come under the heading of "drugs" or "chemicals" are very numerous. Soluble extracts are, however, the specialty of the house, and in this department of its business the firm is most highly famed for the choice character of the brands for which it makes itself responsible. The enterprise was founded by Mr. Convert in 1883, and his successor, Mr. Eberhardt, is a professional analytical chemist, who is deeply versed in all the detailed technicalities of the manufacture of such goods as are embraced in the firm's operations, and knows well how to sustain and to enhance its prestige. A varied stock is carried, inclusive of the best and purest preparations in each department. Colorings are represented by burnt sugar colorings, wine and sarsaparilla, rum and beer coloring, and a brilliant red coloring which is guaranteed to be harmless, and one ounce of which to a gallon of syrup produces a rich raspberry effect. The soluble extracts include lemon, blood orange, vanilla, cream soda, birch beer, etc., and have been especially introduced by this progressive house to meet a want distinctly felt by manufacturers of carbonated beverages. The "Syrup Aromatic Phosphate" is a highly recommended soda fountain specialty manufactured by L. A. Eberhardt, and of L. A. E.'s Florida Root Beer Extract lots are sold all over the country. For these as for its other products constantly increasing sales have afforded convincing proofs that the efforts of the house to supply only the best of extracts, with the purest ingredients have been thoroughly appreciated. Mr. L. A. Eberhardt is not only famed among his fellow experimental chemists, but is prominent in the business world and generally popular.

**ELY BROTHERS**, Cream Balm, No. 56 Warren Street.—Who has not heard of Ely's Cream Balm? Its unique and attractive advertisement is to be seen in every popular newspaper in the land, while its efficacy as a cure for catarrh, colds in the head, rose-cold, hay fever, deafness, headache and other kindred diseases, is sworn to by hundreds of thousands grateful users in this and other countries. This valuable remedy is manufactured by Messrs. Ely Brothers. The business was originally established in 1879, in Owego, N. Y., and was removed to New York in 1887. Here the firm possess every facility for rapid and perfect production. Ely's Cream Balm is not a liquid, snuff or powder, but is an ointment containing no injurious drugs, has no offensive odor, and causes no pain. It effectually cleanses the nasal passages of catarrhal virus, causing healthy secretions; soothes and allays inflammation and irritation; protects the membranous linings of the head from fresh colds, completely heals the sores and restores the senses of taste, smell and hearing. It also removes bad taste and foul breath when resulting from catarrh. Wonderfully beneficial effects are realized by a few applications. As an immediate relief for colds in the heads, catarrhal headache and snuffles, and as a household remedy for local irritations, Ely's Cream Balm gives the highest satisfaction. Catarrh sufferers should remember that Ely's Cream Balm is the only catarrh remedy which is quickly and thoroughly absorbed by the diseased membrane. Even in acute cases the Balm imparts almost instant relief. For all stoppages and colds in the head, which often trouble the little ones, it will be found the pleasantest and surest of prescriptions. The attention of physicians is called to Ely's Cream Balm as a remedy for all mucous membranous irritations wherever located. The trade is all over the United States and Canada. The proprietors, Messrs. Alfred G., Chas. C. and Fred Ely, are natives of Owego, N. Y., now residing in New York and Brooklyn, and are all young men of sterling enterprise, thorough reliability and personal worth.

**J. EINSTEIN**, Importer of French Kid, German Pebble, Glazed Goat, Etc., and Manufacturer of Fine Dull and Glazed Kid, Calf Kid, Etc., No. 88 Gold Street.—Mr. J. Einstein has for some fifteen years or more been steadily pushing his way to the front. He is a direct importer of French kid and other fine upper stock; also manufacturer of fine dull Dongola calf kid, etc., doing his manufacturing at Wilmington, Del., and his business, which extends all over the United States, is very large, the total annual sales reaching a handsome sum. The quarters occupied at the fine Healy Building, corner Ferry and Gold Streets, are commodious, ample and well arranged, and half a dozen or more of a staff are here employed, with several representatives on the road besides. An extensive and first-class assortment is constantly carried on hand, the stock being very complete and unusually fine, and all orders receive immediate attention, the proprietor himself exercising close personal supervision over the entire concern. Every article sold in this reliable house is warranted to be as represented, while the very lowest prices consistent with quality of goods are invariably quoted, special inducements being offered to shoe manufacturers, and persons having dealings here are assured of liberal and honorable treatment. Mr. Einstein is a gentleman of middle age, born in Germany and a resident of this country for over quarter of a century, and enjoys an excellent reputation in the trade.



**K**ELLER, ETTINGER & FINK, American Watches and Diamonds, No. 21 John Street.—Of the numerous manufacturers of fine jewelry for which New York is noted, a house whose fame is exceptionally high and far-reaching, is one that for well over a quarter of a century was known as Pforzheimer, Keller & Co., and which for the past two years has worthily sustained its prestige under the trading title of Keller, Ettinger & Fink, now represented by five commercial travelers upon the road. In addition to the manufacturing of jewelry, diamonds and American watches are largely dealt in by the house, and a very heavy stock is carried at its premises at No. 21 John Street. These consist of a floor no less than 25 x 60 feet in size, and they present the appearance of one of the finest places of their kind, with their handsome appointments and four fine safes. The goods there shown are not only very complete in their variety, but their entire reliability is in full accord with the long established reputation of the concern. The proprietors are Mr. D. Keller who was born in Germany, though a resident of this country for thirty years; I. B. Ettinger and H. J. Fink, natives of this country.

**H.** C. SMITH, Manufacturer's Agent, Wagons, Sleds and Sulkies, Etc., No. 56 Warren Street.—Among the number contributing most extensively to the sum of activity in the line above indicated there is, perhaps, not one who is more widely or more favorably known than H. C. Smith. He represents several big manufacturers of wagons, sulkies, sleds, baby carriages, desks and chairs, his leading specialties being pony and goat wagons and sleds, and, altogether, his trade is exceedingly large, selling to jobbers throughout the United States. Mr. Smith, who is a gentleman of middle age, was born in Columbia County, N. Y., and has resided in this city some thirty odd years. He is a man of long and varied experience in this line and thoroughly reliable in his business relations. Mr. Smith, who is the New York representative of the Gilbert Manufacturing Co., wagons and sleighs, is selling agent also for the Sharp Manufacturing Co., of North East Pennsylvania, chairs, swings and clothes-horses, and for L. B. Ramsdell, manufacturer of baby carriages, chairs, desks, etc., South Gardner, Massachusetts. He occupies commodious quarters where a full and fine sample stock is displayed, and several efficient clerks and salesmen are in attendance, and all orders are filled from the factories in the most expeditious and trustworthy manner. The terms and prices are exceptionally liberal, the inducements offered the jobbing trade being of a very substantial character.

**N**ATIONAL PATENT COMPANY, Solicitors of United States and Foreign Patents, J. S. Zerhe, Manager, Nos. 265 and 267 Broadway.—Mr. J. S. Zerhe, the manager of the National Patent Company, has had an experience of twenty-two years in patent law practice, being formerly at the head of the American Patent Agency at Cincinnati and established his present office here in 1890. He gives his close personal attention to the preparation and prosecution of applications for both American and foreign patents, and his facilities for securing the same are unsurpassed by any of his contemporaries in the country. Specifications and drawings are prepared, caveats and assignments are made out, together with all papers necessary for the re-issue of a defective patent, as well as for design patents, trademarks, labels and copyrights; preliminary examinations are made as to the patentability of an invention, investigations are made as to the scope and validity of a patent, and all business is transacted with promptness and fidelity to the best interests of clients. To inventors residing in a remote section of the country, this company propose to furnish the address of their duly authorized agent in that town or county to whom they can go and arrange business personally. In the majority of cases the agent or attorney will be known to the inventor and information can thereby be obtained concerning the responsibility of this company as well as to steps required to proceed with the case. Every client of this company is furnished with the Official Gazette of the United States patent office for the term of one year, or a full list of such patents as may be in the line of his invention. This company have also adopted the plan of stating to their clients what the exact cost will be, when they first take the case. Rejected and abandoned cases are respectfully solicited. The company are also prepared to undertake the prosecution of any form of patent litigation in the United States courts and special attention is given to prosecuting cases of infringement, conducting defenses, expert testimony relating to patents, searches in any class to ascertain the state of the art, and investigations in special lines of manufacturers to determine conflicting inventions. The company has an associate office at No. 637 F Street, Washington, D. C., and branch offices in Boston, Philadelphia, Chicago, Cincinnati, St. Louis, Detroit, New Orleans, Louisville, Kansas City, Milwaukee, San Francisco and Cleveland, besides foreign correspondents in London, Paris, Berlin, Vienna, Madrid, Antwerp, Ottawa and Mexico. Mr. Zerhe, the manager, is a native of Pennsylvania, still in the active prime of life and known and honored in governmental departments both at home and abroad.

**W**ARRICK FRERES, Manufacturers, Distillers and Importers of Essential Oils, Olive Oils, Pomades and Floral Waters, No. 252 Greenwich Street.—Messrs. Warrick Freres are manufacturers, distillers and importers, with factory at Grasse, France, and branch houses also in Paris and London, and they manufacture a very superior class of preparations in the line indicated, their productions being noted for purity, choice flavor and fine quality. The specialties of the firm are pure olive oils, pomades and floral waters, and these are in extensive and increasing demand in the trade, not only throughout the United States and Mexico, but are exported quite largely, likewise, to South American countries. This flourishing business was started in Europe some forty odd years ago, and the New York branch was established in 1880, under the management of Harry Warrick, the resident partner. The quarters occupied as office and salesroom here are compact and well ordered, and a large stock is constantly kept on hand. The assortment includes besides high-grade essential oils, olive oils, pomades and floral waters, also a fine line of extracts, flavors and druggists' sundries, and all orders for the trade are filled in the most prompt and reliable manner. The individual members of the firm are Messrs. Charles, Harry and Arthur Warrick, who are all gentlemen well and favorably known in the trade. Owing to the greatly enlarged and constantly increasing business in this city, they found it necessary to obtain more ample premises, and, accordingly, have moved to No. 252 Greenwich Street, where they occupy the whole of the five-story 25 x 100, feet building.

**L.** LIVINGSTON & CO., Manufacturers of Pocket Books, Writing Tablets, Etc., No. 81 White Street.—This enterprising and popular concern was established by Weil & Livingston, in 1871, and was conducted by them with great vigor and success, building up a very large and influential wholesale trade, and extending throughout the entire United States. In January, 1891, the present firm was inaugurated by the admission of Mr. Max Katzenberg, who is also a thoroughly experienced and energetic business man. The premises utilized for the business are very spacious and commodious, comprising three entire floors, each 25 x 100 feet in dimensions and admirably fitted up for business and manufacturing purposes. The mechanical department is well arranged and thoroughly equipped with all the latest improved machinery, tools and appliances required in the business, while constant employment is furnished a force of seventy-five skilled and experienced hands, both male and female. The range of products embrace everything in the line of fine, fancy leather goods, such as pocket books in all shapes and styles, porte-monnaies, fine wallets, writing tablets, for which they are headquarters, bags of every shape and size, glove and handkerchief cases at all prices, card cases, music and manuscript rolls, portfolios, photograph cases, reticules, shopping and lunch bags and boxes, and in fact everything that can be thought of in the line of fancy, useful, unique and novel in the line of fine leather goods. The firm makes a specialty of selecting its own stock from the most reliable sources and a very large assortment of fine Russian leather in all colors. French plain and Suede kids and moroccos, also plain and buffed calf, alligator and other choice varieties of leather together with the very best grades of trimmings are kept constantly on hand ready for the fulfillment of all orders. Mr. Livingston is a native of Germany but a resident of this city for many years, while Mr. Katzenberg was born and raised here.

**THOMAS BAGOT**, Public Accountant and Auditor, Temple Court Building, No. 5 Beekman Street.—That very difficult of all professions, accountancy, with its manifold responsibilities and arduous obligations, is pursued with essentially successful results by the well-known house of Mr. Thomas Bagot, public accountant and auditor. His valuable services are constantly called into requisition with a skill that is truly indicative of the fact that he is a past master of the profession; the auditing of accounts, the preparation of balance sheets, the duties of a trustee in bankruptcy and those in connection with arbitrations and awards being all undertaken and executed with unvarying accuracy, and always to the entire satisfaction of the clients for whom he acts. Thus, he has been entrusted with some of the most important accountancy work, during the fifteen years he has been practising, amongst others being those in connection with the most extensive failures during many years past. Mr. Bagot is of English birth, now fifty-nine years of age, and has resided in this city for the past twenty-two years. He learned the profession in his mother country, and has at his command an experience dating back to 1847.

**THE VOLKSADVOCAT**, Mintz, Brody & Chelimer, Publishers, No. 132 Canal Street.—The old established weekly Hebrew paper "The Volksadvocat," enables the newly arrived emigrant, unfamiliar with our tongue to at once gain a rudimentary knowledge of our laws and social customs, and at least teaches them the usages to which it is their duty to conform. It is noted for its literary strength while it is non partizan. The avidity with which those who make this their adopted country read such journals, at once demonstrates the need of them, and bears testimony to their value, while their advertising columns supply a medium of communication where practically no other exists. The Volksadvocat, of which Messrs. Mintz, Brody & Chelimer are the publishers, in particular has proved of inestimable value, alike to the city and its newly-arrived residents. Printing of every description (whether commercial, society or jobbing) is undertaken at the finely equipped office in Canal Street. The talented and enterprising proprietors, Messrs. M. Mintz, I. Brody and J. Chelimer, all gentlemen of German birth, are able business men, and deserve unstinted praise for the laudable manner in which they have used the powerful weapon they possess for the good of the community.

**F. CHELLBORG**, Lumber, Cypress and Pine Shingles, Long Leaf Yellow Pine Flooring in Car Load Lots, No. 19 Broadway.—This business was established some twenty years ago, and has had a progressive and prosperous career. The chief lines dealt in are lumber, cypress and pine shingles and long leaf yellow pine flooring in car load lots; and the majority of the patronage is centered in the eastern and middle states, although a small export trade is done. The firm buy ship-loads of lumber out and out, and on order as required, and the importance of the undertaking may be judged from their annual turnover, which aggregates on an average, thirty million shingles and forty million feet of lumber. The firm have a very high and sound reputation for dealing only in the best lumber, etc., well seasoned and ready for immediate use, and its thorough squareness in all dealings has resulted in a trade which is steadily increasing year by year, and is confined for the most part to the largest users in the states referred to. Mr. Chellborg is a native of New York, and is now of middle age. He is interested in various saw-mills; thus enabling him to offer to his patrons special inducements in the price of large consignments.

**SIDNEY E. SMITH**, Manufacturer of Confectioners' Machines, Tools, Molds, Etc., No. 75 Fulton Street.—The leading representative of the trade in confectioners' machinery, tools, molds and supplies of every description is Mr. Sidney E. Smith. He has a reputation and a trade co-extensive with the limits of the United States, while he also ships large quantities to numerous foreign ports. The business was established here some twenty-five years ago, by Messrs. Peter Gardner and Walter Moss, and after some changes, the present proprietor succeeded to the control in 1881. As the original establishment in New York City making confectioners' tools a specialty, this house claims to know the general wants of the trade, and merits the general confidence and support. Among the leading specialties introduced by this house may be named the patent caramel and candy cutter, which, while essentially a caramel cutter, is useful for cutting almost all kinds of candies, including chewing gum candies and jujubes; the Jap or Universal candy cutter, the adjustable caramel cutters, rolling machine, sizer or brake, cocoanut cutters, improved cocoanut grater and fruit pulper, candy curlers, circular steel batch knives, hoarhound cutters, iron rolling pins, machines and rollers for boiled sugar, fruit drops, acid or cough drops, imperials and for chewing gums; standard steam-power drop machines, fruit drop roller patterns, clear or lemon toy machines for Christmas candies, chewing gum machinery, kiss cutters, lemon drop cutters, Kossuth and plait machines, improved eclipse ornamenting tubes, gooseberry ball machine, Jackson ball cutters, movable candy hooks, toy molds in great variety, candy pans, candy shovels and scoops, palette knives, lozenge cutters, white lustral wire goods, ice cream freezers, toy pans, mint droppers, copper dippers, stoves and other confectioners' copper work, and everything for confectioners' use. Mr. Smith was born in London and came to this city in his boyhood, and his continued success and permanent prosperity seem well assured.

**JOHN DOSCHER & CO.**, Produce Commission Merchants, Butter, Cheese, Eggs, Poultry, Etc., No. 144 Reade Street.—A house to which justly belongs the honor of being a representative one is that of John Doscher & Co. The firm was established in the year 1870, and, since the date of its organization, its progress has been constantly in the direction of prosperity. The class of business carried on by the house is that of merchants upon commission in general agricultural and dairy produce, the specialties of the house being butter, cheese, eggs, poultry, etc. The house receives heavy consignments from the important supply centers of the United States and Canada, and transacts an extensive and expanding business throughout the metropolis and the vicinity. Messrs. Doscher & Co. also carry on a voluminous export trade in high class butter and cheese, the points of destination being England and Germany. The premises consist of a floor and basement each covering an area of 2,500 square feet, and require in their management a staff of six employees. The names of the partners are John Doscher and Henry Doscher. They are both natives of Germany. They have been resident in this country for over thirty years, during which time they have been active in their identification with the commercial development of this section. They are prominent members of the Mercantile Exchange, upon the floor of which institution their name is regarded as conveying an assurance of sterling worth.

**ACME RUBBER COMPANY**, L. B. Truslow, Manager, No. 43 Centre Street.—A feature is made by the Acme Rubber Company of the production of special articles for inventors, for experimental chemists and scientists, of surgical goods of all kinds, etc., in either hard or soft rubber. A distinguishing characteristic of this young and enterprising house, which is quickly winning for itself an enviable fame, is the manufacture of fine mold work; its experienced principal undertaking the construction of and giving a close and personal attention to the elaboration of the molds in the best form wherever patrons may desire. The venture was inaugurated as a stock company, in March 1890, with Mr. L. B. Truslow as manager, but in a few months that able gentleman acquired the sole proprietorship, and has since built up a brisk and profitable local trade by the intelligent assistance given to those who desire to obtain goods of a particular shape or form in rubber. The premises consist of a ground floor 20 x 30 feet in size, where steam-power is used to obtain the enormous pressure required to shape the rubber dough to the mold, and a competent staff assists the principal, who is a young man of New York City birth of general and deserved popularity.

**STANDARD NOVELTY CO.**, Manufacturers of Fine Notions, Sample Books, Cards, Binders, Covers, Sample and Fancy Boxes, Fine Stationery, Needle Cases, Etc., Etc., No. 362 Broadway.—The Standard Novelty Co., though recently established, has succeeded in creating the nucleus of a very fine business. The trade of the house concerns the manufacture of high-grade notions of great variety, sample books and cards, binders, covers, sample and fancy boxes, fine stationery, needle cases, etc. The aim of the principals is to cater to the requirements of retailers in such businesses as this class of goods are handled in and to those of the large consumers; and to offer them such advantages as can only be tendered by firms manufacturing the goods themselves, and supplying direct. The system of business is one for which patrons have shown a ready appreciation, with the result that four hands are already employed, and the trade is growing at an encouraging pace. The premises, consist of a floor, 20 x 60 feet in size. Mr. J. Loesch and Mr. C. Luckenbacher, the proprietors, are both of German birth and popular among all with whom they are brought into contact.

**JAMES MACNIDER**, Commission Merchant, No. 138 Water Street.—Probably in no branch of mercantile industry is experience and ability so essential as in the foreign commission trade. The merchant in this line must be thoroughly conversant with the wants of his foreign correspondents, in every respect requiring much experience. He must also be ready to compete with a host of pushing and capable business men in the same market and in short, in order to attain success must possess quick perception, sound judgment and the highest executive ability. One of the old established and representative merchants in the city commission trade is Mr. James MacNider, general commission merchant at No. 138 Water Street. It is now twenty-one years since Mr. MacNider first embarked in this trade and it is safe to say that to-day no city merchant stands higher or is more widely and favorably known in this field. Mr. MacNider occupies commodious and attractive offices at the above address and does a general commission business in all kinds of merchandise for export. He makes a specialty of electrical matters and in the course of an extensive general business handles large quantities of telegraph, telephone, electric light equipments, also a great variety of staple productions of American manufacture and foreign goods on consignments, in the interests of a voluminous trade reaching all over the South and Central America. Mr. MacNider was born in Canada but came to this city in 1825 and for many years has ranked among its foremost, representative commission merchants.

**E. M. MOERS**, Wool Stock, No. 227 Front Street.—One of the pioneer houses in its line, is the eminent house known as E. M. Moers, one of the largest handlers of wool stock, metals and old rubber at wholesale in the country. This notable concern was inaugurated by the gentleman whose name it bears in 1854, and his sons, Messrs. Sali B., Chas. and Joseph Moers were subsequently admitted to partnership, though the firm title was never changed. The house deals largely in wool waste, woolen rags, wool extracts and wool shoddies which are cleansed and prepared for the manufacturer in a variety of ways, at the lowest possible cost. Much the same remarks apply to the metal of all kinds handled, dross being washed; all iron filings, turnings, etc., being separated by steam driven magnets, and the cleaned residue subsequently refined or sold as clean scrap as circumstances may dictate. For these and its general purposes the firm has, at No. 227 Front Street, a fine four-story building, with an expanse on each floor of 2,500 superficial feet, and ten trained employees are regularly engaged. The business in stock and scrap represents a prodigious aggregate annual sum. At Front Street, Cincinnati, O., and at Washington Street, Worcester, Mass., branches of the business have long been established. All the talented partners were born in Germany but came to this country about twelve months before starting their now flourishing business in 1853.

**W. M. RICHMOND**, Teas and Coffees, No. 150 Front Street.—An important branch of metropolitan business is that so long and ably represented by Mr. Wm. W. Richmond, wholesale jobber in teas and coffees. Mr. Richmond has been established since 1877 and in the interval has built up what may well be termed a representative business in his line. The spacious store, 25 x 100 feet in size is most conveniently arranged and supplied with all the modern facilities for the advantageous prosecution of the business. Mr. Richmond carries a full sample stock of teas and coffees, and has unsurpassed facilities for promptly filling all orders in this connection. Long familiarity with the tea and coffee trade, with an expert knowledge of values in these goods, render the services of Mr. Richmond of more than ordinary value in procuring for out-of-town retail merchants their stock requirements in this line. It has ever been a point with him to make the most of his opportunities in promoting the best interests of his patrons, and in consequence he enjoys to-day the substantial regard of a large, liberal and most desirable trade. Mr. Richmond is an apt type of the wide-awake and progressive New York merchant, thoroughly conversant with the business in hand and possessing the requisite executive ability for its successful conduct.

**WILLIAM LUNHAM**, Freight Broker, Marine Insurance and Forwarding Agent, Kemble Building, Nos. 15 to 25 Whitehall Street.—A firm which is regarded as the largest freight brokerage house in this city, is that of Mr. William Lunham. This business was founded by its present proprietor in 1881, and the almost phenomenal success it has met with, is due to the energy, enterprise and able business direction of its principal. The salient lines of the trade carried on, are those of freight broker, marine insurance and forwarding agent; and under these heads the firm charter and load boats, and ship to all points in Europe, Central and South America and the east; issuing through bills of lading to the ultimate port of destination in each instance. They have correspondents in every important town and city throughout the world, and have at their command rare facilities for the shipment of goods from small lots up to the largest cargoes at the lowest obtainable rates of through freights, and by the most expeditious means. In employing this firm, shippers are relieved of every responsibility; for they can safely depend upon receiving the full benefit of cut rates, special opportunities of shipment, and prompt discharge and delivery at destination; in addition to which marine insurance is effected on specially favorable terms and at the lowest premiums, with highly responsible corporations. Mr. Lunham, the principal, is a member of the New York Produce Exchange, and is looked up to in business circles for his shrewdness and consummate skill in handling so large an undertaking with such unqualified success. He is of English birth; his residence in this country at Brooklyn extending over twenty years. He is a member of the Maritime Exchange, and is a prominent figure in most commercial circles in our city.

**BERTHOLD NATHAN**, Importer of all Kinds of European Hides, Skins and Leather, Etc., No. 71 Gold Street.—That the firm of Mr. Berthold Nathan, established in 1887, at No. 71 Gold Street, has attained to distinct prominence, and achieved a large measure of success, as one importing all kinds of European skins, hides, leather, etc., is a fact well known in the trade, and the explanation is that it possesses exceptional facilities for the importation of these under the most favorable conditions, through its branch establishments at No. 27 Rue Beaurepaire, Paris, and at No. 63 Allerheiligen Str., Frankfurt on Main. Two upper floors, each 25 x 75 feet in expanse, are occupied for the business here, and the heavy stock carried embraces a very great variety of hides, skins and leather, the quantities of raw skins constantly kept on hand being particularly large, this variety of merchandise being handled on a most extensive scale. The advantages accruing to the house through its special resources are liberally shared with customers, and create an inducement to trade which has proved potent in the building up of a large and influential connection, that has grown rapidly, and is still extending. Born in Germany, Mr. Berthold Nathan came to this country immediately prior to the initiation of his present venture, and its pronounced success is directly attributable to his well-directed energy and sound judgment.

**ROBERT SLIMMON & CO., Importers of Earthenware, No. 12 College Place.**—One of the most reliable houses engaged in the importation of earthenware is that of Messrs. Robert Slimmon & Co. This business was established in 1886 by Mr. Robert Slimmon, and he associated with him in 1888, Mr. A. J. Wilkinson. The trade consists wholly of the importation of the best English earthenware, and selling at wholesale to all parts of the United States and Canada. The firm have agents at Boston, Mass., and Baltimore, Md., and two traveling salesmen are constantly about the country, exhibiting the latest imported novelties in earthen goods to their patrons, and swelling the already large trade by remitting orders to the New York office, for large consignments. Mr. Slimmon has charge of affairs here, and Mr. Wilkinson has his headquarters at Burslem, England, which with a few other towns in the immediate vicinity goes to form the center of the highest class of pottery work in the world. There, Mr. Wilkinson is enabled to choose his goods from the best manufacturers, and on the best terms, shipping direct to the New York house by the most advantageous opportunities offering from time to time. The firm immediately represent Messrs. C. Challinor & Co., a well-known pottery house, of Fenton, England, and have succeeded in securing up for them a highly satisfactory connection. The sample room at the address named, is 30 x 35 feet in dimensions, and is finely fitted so as to display to due advantage the elegant stock of earthenware goods of every description, that is always carried. Mr. Shamon is a native of Scotland, having resided in this city for the past ten years.

**SAUL DOMROE, Manufacturers of Mens', Youths' and Boys' Clothing, No. 556 Broadway.**—Excellence has been the specialty of Mr. Saul Domroe ever since the hour of his embarkation in the walks of manufacture, so that, to-day, we find him reaping the reward of his constancy to his original principle in that he enjoys unquestioned prosperity. The original title of the business was Szerlip and Domroe, the date of the foundation of the house being in the year 1890. Thus it continued until the January of the current year, when Mr. Domroe assumed sole control of the business, adopting his own name as the title of the concern. The business consists of the manufacture, in heavy volume, of mens', youths' and boys' clothing; the connection of the house extending throughout the entire country. Mr. Domroe carries constantly a fine stock of cheap and medium class goods of prevailing fashion. His excellently located business premises cover an area of 1875 superficial square feet and he gives constant employment to an efficient corps of assistants. Mr. Domroe is a native of New York and is a young man in the full enjoyment of an extensive range of commercial and social accomplishments of an admirable order. He is well and favorably known to a vast proportion of the community and he is a prominent member of that august and influential body the Independent Free Sons of Israel.

**MURRAY'S LINE, Murray & Birge, Proprietors, Pier No. 6 East River.**—The leaders in this business are Messrs. Murray & Birge, proprietors of Murray's Line, formerly the old line of Troy Barges, whose office is located at No. 19 Coenties Slip. This is the only line handling freight exclusively between Troy, Albany and New York, and is the oldest in the transportation line in the United States, having been in operation over one hundred years. Its former proprietors included Col. J. H. Hooker, G. P. Griffith, Thomas A. Tillinghast, E. C. Pattison, Thomas McManus, Lloyd & Murray until 1883, when the present firm was organized. Messrs. Murray & Birge own and run a fleet of barges, and ship freight at low rates by first-class boats between Pier No. 6 East River and foot of Hudson Avenue, Albany, and foot of State Street, Troy, every Wednesday and Saturday during the season. All property shipped by this line is fully insured. The firm enjoys the best facilities for shipping bulky and heavy freight speedily and at the lowest rates, and much of the valuable commerce of the harbor of New York passes through their experienced and responsible hands. They rank among the very first carriers and lighterers in the metropolis. The members of this firm are Messrs. Edward F. Murray and John T. Birge. Mr. Murray was born in Troy, where he now resides. He came into this house when a boy, and became a partner in 1872. He is a prominent capitalist of Troy, a director in several large enterprises, and the president of the National Electric Light Company, of New York City. His office in Troy is at No. 191 River Street. Mr. Birge was born in Connecticut, but received his early training in Troy, and was previous to 1883, a member of the flour firm of Thayer & Birge in that city, retiring therefrom to become a member of this firm.

**SCHOTT & FRANKE, Jobbers of Foreign and Domestic Fruits, No. 262 Washington Street.**—The prominent fruit jobbing firm of Schott & Franke, so well known as heavy shippers to all states in the Union, has been known under its present trading style and title only since the year 1885, but the two prominent business men who are the proprietors have been widely and favorably known among buyers for a considerable number of years. For one decade prior to 1885, Mr. Schott had been the junior member of the firm of Underhill, Stewart & Schott, and his now partner was a member of the firm of Franke & Andrews. Upon the retirement of the latter gentleman, Mr. Franke ran the business alone for one year, at the expiration of which the present partnership was formed. The coalescing of these two extensive businesses with their wide-reaching connections, has formed a most sound and substantial concern, their principals having together a thoroughly comprehensive knowledge of the markets, both buying and selling. They have also at their premises at No. 262 Washington Street, very spacious accommodation for the purposes of their business, four floors and basement, each 25 x 80 feet in measurement being occupied. The house handles mostly foreign fruits, of which oranges, lemons and grapes are its specialty, and as the principals are both members of the Fruit Exchange, and Mr. Franke is the treasurer of the Fruit Buyers' Union, it will readily be conceived that they are able to purchase on the Green Fruit Exchange to the best advantage, and at the lowest market prices. As commission merchants and auction brokers the firm enjoys the most implicit confidence of its correspondents as well as for the excellence of judgment it may be relied upon to exercise, as for its known integrity. The house, too, is famed for the pains taken in filling customer's requirements fully, correctly and promptly, to accomplish which it has the assistance of from six to eight trained employees in the winter, and from fifteen to twenty in the busy seasons. In the matter of shipping, too, it is always well to the front, from four to eight trucks being at its service. Mr. Charles A. Schott, who is a native of New York, is forty-four years of age, and is a member of the Commercial Traveler's Union, having passed sixteen years as a commercial traveler, and is favorably known throughout the country. Mr. F. R. Franke is of European birth, but the thirty-three years which make up his age have almost all been spent in this city, he having reached it when quite an infant.

**M. A. NEBEL, Millwright and Machinist, and Manufacturer of All Kinds of Burr Stone Mills for Grinding, No. 90 Crosby Street.**—For thoroughly excellent all around work as a millwright and machinist, or for promptness and reliability in executing orders not one in his line in New York has a better reputation than the gentleman whose name heads this sketch. He succeeded his uncle Charles Ebel (who established the business about a quarter of a century ago) in 1889, and has since conducted the shop as proprietor. Mr. M. A. Nebel was born in Germany, but has resided in this city since 1865. He is a practical and expert workman of long and thorough experience and prior to assuming control here had worked in the shop ever since it was started. The quarters occupied are ample and well equipped, and eight skilled hands are employed, Mr. Nebel himself exercising immediate supervision over every detail, and satisfaction is guaranteed in every instance, particular attention being given to the building of bucket elevators, conveyers, bolt-ingreels and all kinds of crushing, pulverizing and other machinery. Mr. Nebel manufactures every description of burr stone mills for grinding wheat, corn, feed, spice, drugs, cement, plaster, pumice stone, coals, clay, dry paint, chocolate, printing ink, white lead, etc., also all kinds of paint and color mills and mixers, while he is manufacturer likewise of eccentric mills for ultramarine and other fine water colors. Mills are cooled by water for coloring Japan and varnishing, also chasers for Paris white, whiting, putty feldspar, flint, snuff, etc.; and repairing in all its branches receives prompt attention.

**M.** J. HANNA, Steam and Water Heating Apparatus, Pipe, Fittings and Valves, Engineers' supplies, Office, No. 192 Water Street.—In the manufacture of steam and water heating apparatus and kindred goods this house holds a prominent position. The business was founded in 1887, and the thoroughly all-round utility which has characterized it in its interpretation of the requirements of patrons in the matter of ventilation, the scrupulous care and technical knowledge displayed in the making of pipes, fittings and valves, and engineers' supplies generally has been potent in building up a connection, not alone in this city or state, but throughout the Union, which gives steady employment to twenty skilled operatives, whose labors both in the manufacture and fitting up of heating apparatus are carefully superintended by the principal. The offices are 25 x 100 feet in size, which are provided with the best and most modern appliances for the manufacture of the goods of the house, which are supplied chiefly to order, though a stock is carried of the kinds of apparatus in leading request. For the heating of residential and business premises and public buildings the firm is at all times prepared to cheerfully submit plans, specifications, and estimates on application. Mr. Hanna is a young man of New York birth, and is prominent in connection with the Masonic Fraternity, he being a thirty-two degree Mason.

**A.** & W. S. CARR COMPANY, Steel and Iron Pipe, Valves, Gates, Fittings and Radiators, Iron and Brass Castings, Nos. 138 and 140 Centre Street.—This corporation manufactures extensively steel and iron pipe, valves, gates, fittings and radiators, as also iron and brass castings of all kinds; and for these various purposes an extensive factory is maintained at Paterson, N. J. fitted with a complete equipment of tools, machinery and appliances incidental to the trade, and a force of sixty competent workers is regularly engaged. The business was founded in 1854, by Mr. A. Carr, who was subsequently joined in partnership by Mr. W. S. Carr; and in 1883, it was duly incorporated under the laws of the state of New York; the officers who have largely contributed to its success and essentially satisfactory direction being Mr. A. Carr, president; and Mr. S. S. Sherwood, secretary. The general office and salesroom are located in this city, at Nos. 138 and 140 Centre Street, and comprise one floor and basement, each 25 x 125 feet in amplitude, being well appointed, and fitted up with every facility for the most expeditious transaction of the important business carried on. Consumers of all kinds in various sections of the United States have resort to the establishment for the pipes, valves, gates, fittings, radiators and iron and brass castings for which the company is so justly noted.

**W.** WILLIAM BOYLAN, Dealer in Bags, Burlap, Barrel Covers, Paper Makers' Stock, Tea-Lead, Metals, Etc., No. 377 Greenwich Street, and 194 Franklin Street.—A time honored, pioneer house is that of Mr. William Boylan and it is one which has by the uniformly honorable and useful methods in which its business has been pursued, won a distinct pre-eminence as the largest of its kind in the city. Its functions embracing the dealing in bags, burlap, barrel covers, paper makers' stock, tea-lead, metals and general merchandise more or less akin to those mentioned. In each kind an immense trade is done and especially so in the handling of bags and burlaps, its record in these alone being represented by some half million a year. This flourishing concern was founded by its present proprietor twenty years ago on Franklin Street at No. 194 of which thoroughfare it now has a stock room and basement, the headquarters of the concern being at No. 377 Greenwich Street which opened one year ago in consequence of increasing business, and the need for greater accommodation and where they now enjoy every facility required. The transactions of the firm are ever based on the soundest and fairest commercial principles, whether in the buying or selling and in appreciation of this a trade has grown up in all parts of the city in the handling of which a staff of five helpers is employed. The deservedly successful and popular proprietor is a gentleman of middle age, of Irish birth, who has resided in this city for thirty years.

**A.** AMERICAN LITHOGRAPH COMPANY, Fine Color Work, Nos. 23, 25 and 27 Hubert Street, and No. 406 Greenwich Street.—This business though recently established has already gained a wide-spread and influential trade. The work of this company includes a general line of stone work, posters, business cards, show cards and labels. The concern is equipped with all the latest improved presses and machinery, and all work is done in the highest style of the art at most reasonable prices. A large force of help is employed and all orders receive prompt and careful attention. The trade of the company extends over a wide area and is rapidly increasing as the excellence of their work becomes better known. The business is under the efficient management of Mr. J. H. Herzog, who is a native of New Jersey and a resident of Jersey City. He is a gentleman of middle age and of great experience in the business and is emphatically the right man in the right place. We would cheerfully recommend this company to those desiring work in this line as being thoroughly reliable and responsible and a most desirable one with which to establish business relations.

**L.** LOUIS R. SEARLES, Commission Dealer in Hops, Nos. 15 to 25 Whitehall Street, Rooms Nos. 129 and 130 Kemble Building.—The development of the hop industry has called to the front a class of commission merchants who are among our most enterprising and reputable citizens. A well-known, prosperous and representative house devoted to this trade is that of Mr. Louis R. Searles, commission dealer in hops. This business was established in 1888 by the present proprietor, who has had a wide range of experience in this special branch of the commission trade, his trade extending throughout the entire United States and portions of Europe. Thoroughly familiar with the wants of the brewing interests, and, having unsurpassed connections with producers and shippers in this state, and on the Pacific coast as well as other hop growing regions in this country and the old country, he is constantly receiving large consignments particularly of Washington hops, which he handles with care and promptitude, obtaining for them the highest market prices, for which returns are carefully and promptly made, and when desired, liberal advances are made on consignments. He enjoys superior advantages for reliable storage at most reasonable rates, where he has at all times a fine stock of the best foreign and domestic hops, and brewers are sure to find here every facility for meeting their wants in this line. Mr. Searles was born in this city and is a popular member of the Hop Exchange.

**O.** OTTO FABER, Sole Agent for the U. S. A. for Johann Faber, Manufacturer of Black Lead and Colored Pencils, Nuremberg (Bavaria), Nos. 61-63 Duane Street.—The name of "Faber" impressed upon the drawing pencil from times beyond the recollection of the oldest inhabitant has been considered an absolute guarantee of intrinsic worth, if not of literal perfection. It is the establishment of an agency for Mr. Johann Faber, of Nuremberg, at Nos. 61-63 Duane Street, by Mr. Otto Faber, in September, 1890, as sole agent for the United States, which calls forth these remarks. This noted manufacturing house, established ten years ago, is in reality the offshoot of the pioneer firm of A. W. Faber, Mr. Johann having been long associated with his father, the founder of the original enterprise, whose inception dates back to 1761. Since the withdrawal of Mr. Johann Faber from the original firm, and the foundation of his present factory and business on an independent basis, the value of his thirty-seven years of experience as a manufacturer has been separately tested, and has received the highest endorsement from exhibitions at London, Brussels, Amsterdam, Antwerp, Calcutta, Adelaide and Melbourne, as well as from the most eminent artists, and others all over the world. Mr. Otto Faber has thus goods of unquestioned and unquestionable merit to handle, and finds no difficulty in commanding an enormous sale in all the leading centers of the Union. To meet the requirements of patrons promptly, a floor, 30 x 60 feet in size, is occupied on Duane Street, which is stocked with very heavy lines of both black and colored pencils of the firm's manufacture.

**T**HE AMERICAN MANUFACTURING CO., Limited, Manufacturers of Patent Composition Billiard and Pool Balls, No. 6 Elm Street.—The American Manufacturing Co. has offered a composition in substitution for ivory for a purpose where the best of the genuine article is subjected to the severest test. It had to contend with natural and very obstinate prejudices in its early days, and it not only succeeded in living down these prejudices, but in proving the intrinsic value of its goods, which, since the organization of the company, in 1882, have been shipped to all parts of the United States, and to Mexico. The officers of the company are Mr. Jno. L. Wheeler, president; Mr. H. W. Morford, secretary and treasurer; a pair of keen, energetic business gentlemen. They are fully alive to the fact that a trade worth having is well worth looking after, and their traveling staff comprises nine efficient commercial gentlemen, while the office corps consists of five clerks, the sphere of whose labors is No. 6 Elm Street. The firm's goods are manufactured at its factory at Red Bank, N. J. Here the number of men regularly employed rarely exceeds seven, but the equipment of the works in the direction of machinery and labor-saving appliances is such that the daily turnout is exceedingly voluminous, and quite in keeping with the strength of the executive staff. Mr. Wheeler is a native of New York, while Mr. Morford was born in New Jersey.

**T**HE FOLMER & SCHWING MANUFACTURING COMPANY, Manufacturers of Patent Gas Burners, Etc., No. 391 Broadway.—Yankee genius is proverbial, the products of American brain and hand commanding unequivocal recognition the world over. And in this connection special complimentary notice is due the Folmer & Schwing Manufacturing Company, patentees and manufacturers of the "Crown" self-lighting gas burner, "Crown" combination cocks, "Magazine" gas torches, "Champion" self-lighting burners, "Crown" pendant lamps, self-lighting watch pocket lamps for lighting cigars, dispensing with matches, and a number of kindred devices of exceptional merit, who turn out a class of patented appliances of a distinctly superior character. The unprecedented sale of the Crown self-lighting gas burner is due to its simplicity and durability. The watch pocket self-lighting lamp is a marvel of ingenuity. By simply pressing the button the lid flies open and you have a complete lamp which will burn for an hour, affording as much light as an ordinary candle. The lamp contains eighty-four lights. Hunting and fishing parties will find it indispensable, as thenumber of lights compressed into so small a space will be found to be very convenient. In shape and appearance it is exactly like a silver watch and is made to fit easily into the vest pocket. We predict an almost universal adopting of it in all countries. Their productions are in growing demand in Canada and Mexico, and are exported, likewise, to South America, Europe and Australia. The "Crown" self-lighting gas burner and pressure regulator is an invention worthy of more than passing mention. It is a simple automatic device for instant illumination in bedrooms, nurseries, bath-rooms, closets, basements, factories, warehouses, packing-rooms, stables, etc., etc. For convenience, durability and economy, the "Crown" is unequalled. Besides the articles above indicated the concern also manufacture gas portables (plain and figures), bronze figure cigar lighter, opal and fancy etched globes, staple and fancy brackets, finished brass fittings, chandeliers in plain and artistic designs, brass and steel pillars, oil and gas stable lanterns, gas stoves for cooking and heating purposes and "Duplex" lava and metal gas tips; while special fixtures and also special globes and shades are made to order at short notice. This flourishing business was established in 1887 by the firm of Folmer & Schwing, and as such was conducted up to 1890, when it was duly incorporated under the laws of the state of New Jersey and the present style adopted, the capital stock of the company being \$50,000. The factory, which is in Brooklyn, is a well equipped establishment, and when in full operation from sixty to seventy hands are there employed. A large and complete assortment of the productions of the company is constantly kept in stock, and all orders receive immediate attention. Messrs. W. F. Folmer and W. E. Schwing, the president and secretary and treasurer respectively are Kentuckians by birth, and are very liberally endowed with the qualities that bespeak success in the commercial world.

**R**ICHARD KIRBY, Dealer, Breeder and Exporter of Foreign and Domestic poultry, No. 62 Cortlandt Street.—An old established and leading house engaged in breeding and dealing in foreign and domestic poultry is that of Mr. Richard Kirby. The business was established in 1875, and the house permanently enjoys the reputation of keeping the finest stock of foreign and domestic poultry, and poultry fixtures of any in the trade. A specialty is made of fancy pigeons, of which he has a great variety. His prices range from \$1.50 for pairs to \$150. He keeps nothing but fancy stock, and his trade extends to all parts of the United States, and he also exports to South America. The premises occupied are commodious and admirably fitted up for the accommodation and display of the fine stock constantly carried. Mr. Kirby is a native of this city and has had years of experience, and possesses a thorough knowledge of the business in every detail.

**W.** T. REMMEY, Turner in Ivory, Woods and Metal, Etc., No. 92 Fulton Street (Rear).—A veritable and noteworthy old New York business landmark is the veteran establishment of W. T. Remmey (successor to J. F. Remmey), turner in ivory, wood and metal, and wax seal manufacturer, which is located in the rear of No. 92 Fulton Street, and which dates its inception back to the administration of George Washington, and for a period extending over one hundred and eight years has been conducted with uninterrupted prosperity. This thriving and prosperous business was established way back in the year 1783 by James Rutharan, who was succeeded by Van Derbergs, and in 1863 came into control of J. F. Remmey, who carried on the same up to 1889, when it passed into the hands of his son and successor, the present proprietor. The premises occupied are commodious and ample, with complete and first-class facilities, and ten or more expert hands are employed. Turning of every variety in ivory, wood and metal is done to order in the highest style of the art at short notice, and satisfaction is guaranteed in every instance, small oval work being a specialty; and turned patterns and models are made from drawings in the most expeditious and excellent manner. Brass castings are furnished and also finished, while inking rollers for steel and copper plate printing are manufactured, and fancy note and initial seals made to order with skill and despatch. Wax seals are turned out in a great variety of designs, sizes and shapes, all having beaded borders, and a large assortment of checkered and other seals with cocoa handles is constantly kept in stock; and all orders are promptly and reliably attended to. Mr. Remmey, the proprietor, is a New Yorker by birth, is a strongly practical and skillful workman of many years' experience.

**H.** P. BINSWANGER, Quarry Sales-Agent and Importer, No. 140 Nassau Street.—Mr. H. P. Binswanger is a quarry agent and importer, who, since the establishment of his business five years ago, has rendered signal service to architects, builders and contractors. The varieties of stone handled by the house including Scotch and English Red Freestones from the "Shawk Westnewton and Lochabriggs Quarries;" "Indiana Oolitic Limestone from "Bedford and Salem Quarries," Euclid Ohio Bluestone from "Forest City Quarries" and Columbia Ohio Sandstone as also the Longmeadow Brownstone and Kibbe Red Sandstone, the prices for these in promiscuous blocks being regularly listed by the firm, together with the additional cost for sawed blocks. These include delivery by cars or lighter at New York, Brooklyn, Jersey City, Hoboken or Newark, the lighterage being free within lighterage limits, and the house taking a pride in making shipments with the utmost punctuality possible in such a trade. Consequently Mr. Binswanger, who is a prominent and respected member of the Builders' and Traders' Exchange, commands a trade of corresponding magnitude in the city and its environs. Mr. Binswanger, whose office is at No. 140 Nassau Street, is a gentleman of middle age. Though born in Philadelphia, he has been engaged in business in this city since 1876. He is also president of the Richmond Granite Company, whose extensive quarries are located in Richmond, Virginia.



**H**UGH J. McMAHON, Practical Japanner, Nos. 22 and 24 Frankfort Street.—This beautiful art known as "japanning," has, within recent years, been brought to a great pitch of perfection in this country. Mr. Hugh J. McMahon is one of the most talented representatives of this difficult art. In 1886 that gentleman initiated business in this line at Nos. 22 and 24 Frankfort Street, and the upper floor, 25 x 30 feet in size, there occupied is fitted up and equipped with every requisite for the pursuit of the industry under the best conditions, inclusive of a well designed and constructed kiln for giving to the work that exceedingly hard, brilliant, and glossy surface which is distinctive of the best productions in this line. Decorating, bronzing and lettering in the most artistic style is the specialty of the house, and it scarcely needs to be added that a very brisk local business has been built up, in which the proprietor and his staff of from three to five expert artisans find brisk employment. Mr. Hugh J. McMahon was born in this city, and has well earned the pronounced success accorded him.

**W**M. J. POWELL, United States Flag Depot, No. 167 Maiden Lane.—Like the making of fire-works, that industry known as flag making is accredited from the beginning as belonging to the Chinese. The oldest and largest flag manufactory in this country is under the proprietorship of Wm. J. Powell, whose United States flag depot is located at No. 167 Maiden Lane. He established his business in 1857 and does a business which extends throughout the United States, his work requiring the constant employment of ten to fifteen skilled hands. He has a finely appointed loft, 25 x 50 feet, where he makes every variety of ensigns, jacks, burgees, signals and flags, his specialty lying in yacht work. Mr. Powell, who is now a gentleman of advanced age, was born in New York and has grown up with the progress of the city, being regarded as one of her most enterprising and worthy citizens. His business, the success of which is due to his integrity and honorable transactions, remains not alone the largest in the country, but is constantly increasing in the face of all competition, and the work emanating from this depot is without exception superior to any product in its line, either imported or domestic, now offered to the public.

**G**EORGE H. BECK, House Furnishing Goods, Etc., No. 1515 First Avenue and Seventy-ninth Street.—Among the most responsible houses of business in this section of the metropolis engaged in the business of plumbing and sanitary engineering, mention may be made of Mr. George H. Beck, whose premises are located at No. 1515 First Avenue and Seventy-ninth Street. Mr. Beck first commenced business at No. 1286 Broadway; after one year's successful operation he removed to No. 290 Third Avenue, where he remained for five years and then finally selected the commodious quarters where the business is at present conducted. Mr. Beck makes a specialty of all work connected with sanitary plumbing and engineering, and has acquired a high reputation for the thoroughness and reliability of his work. He is a licensed plumber, and the city affords numerous instances of his clever and enduring handicraft. The premises devoted by Mr. Beck to business purposes have a capacity of about 15 x 50 feet, and are well equipped, conveniently arranged, and amply provided with facilities of the best kind. An excellent and comprehensive stock of plumbers' supplies and necessities, house furnishing goods, etc., is carried, and a competent staff of skilled workmen are furnished with continual employment. Mr. Beck makes a special department of roofing work and his prices are of the most reasonable and economic character. The trade done by this enterprising gentleman is extensive and substantial, and is drawn principally from local sources. The patronage extended to Mr. Beck has been gained by hard and conscientious work, good honest material, and the unvarying employment of upright and trustworthy principles. He enjoys a large measure of success and fully deserves it. Mr. Beck is a native of Germany and has resided in this city for about twenty-three years. He is exceedingly popular with all classes of the community and is a prominent member of the Knights of Pythias and the United Friends.

**W**ILLIAM P. DANE, Foreign and Domestic Fancy Papers and Cards, Wholesale and Retail, No. 61 Beekman Street, and No. 91 Ann, Corner Gold Street.—An eminent and flourishing firm in the wholesale and retail paper trade, which has devoted its attention particularly to fancy varieties, with results pronouncedly satisfactory alike to itself and its numerous patrons, is that of Mr. William P. Dane. A great feature of this establishment is the supplying of surface coated paper, such as is used by binders, lithographers, printers, paper box manufacturers and others; and the handling of cards in sheets and cuts to sizes for lithographers and printers. This well-conducted enterprise was founded in this city twenty years ago, and was removed to its present commodious quarters—consisting of store, basement, and second and third floors, each 25 x 100 feet in size—in consequence of the great development of its trade, ten years ago. The exceptionally satisfactory facilities possessed for the procuring of its goods, and therefore of supplying them at competitive figures, resulted in the securing of a very far-reaching trade with the various industrial businesses referred to, in this country, supplemented by one of no inconsiderable extent as exporters.

**L**AS NOVEDADES (The News), J. G. Garcia, Editor and Publisher, No. 23 Liberty Street.—In addition to the powerful and influential papers published in the English language in New York, there are also first-class journals printed in Spanish, French and Italian for readers of those different nationalities. Las Novedades (the News), is the only daily Spanish journal published in the United States. It was established in 1876 and has been highly successful from the first, a large circulation being acquired among the Spanish residents of New York and its vicinity, while also extending to Mexico, the West Indies, Central and South America, Canada, and Europe, as well as the United States in general. The director, editor and publisher of Las Novedades, Mr. J. G. Garcia, is a native of Spain, and has resided in New York for the past thirty years. He is a journalist of signal ability and experience, and a writer who wields a strong pen upon all live questions of the day. In recognition of services rendered to his country through his paper, the Queen Regent of Spain sent Mr. Garcia a few years ago the Cross of Isabella, a bright distinction obtained but by few literary men abroad. Las Novedades contains news from all parts of the world, full telegraphic despatches, local news, a continued story, correspondence, bright editorials, and matters of general interest to our Spanish citizens. It is sent to any address on receipt of \$15 for one year; \$8.00 for six months, \$4.25 for three months. Single copies sell for five cents. The weekly edition, a twenty page journal, is sent for \$8.00 yearly; \$4.25 for six months; \$1.25 for three months. As an advertising medium Las Novedades is of especial value, and our merchants and manufacturers who have business with South America and other points will find their trade benefited by advertising in the columns of this journal. Mr. Garcia is a member of several associations, and is very popularly known in both social and business circles.

**C**. & E. GERLI FRATELLI & CO., Importers of Raw Silk, Agents for Italian Reelers, No. 31 Wooster Street.—The rapid and continued growth of the silk manufacturing industry in this country has created a heavy and constantly increasing demand for supplies of raw silk, and the trustworthy firm of Messrs. C. & E. Gerli Fratelli & Co. has profited by this development as importers of raw silk and agents for Italian reelers, the operations of the house being rendered the more valuable by reason of the close acquaintance of the principals with the relative worth of different varieties, and of the facilities they possess for procuring supplies at inside market figures, through their branch house at Milan. The enterprise was initiated in this city in 1883, and in the short period that has since elapsed, the alert and progressive methods of the house, in conjunction with its ability to challenge comparison of its figures with those usually prevailing for raw silk of relative qualities, has been productive of a connection which embraces patrons in all parts of the Union where silk manufacturing is pursued. The premises occupied, 50 x 25 feet in size, are heavily stocked with each grade in regular demand, in order to facilitate prompt shipments. Mr. C. and Mr. E. Gerli Fratelli are both natives of Italy, and are young, energetic and well trained business men.

**F.** R. GEBHARDT, Manufacturer of Cap Fronts, Straps and Sweats, Nos. 141 and 146 S. Fifth Avenue.—The trade of this house consists exclusively in manufacturing cap fronts, straps and sweats for the leading hat and cap makers in this city, with whom it has gained a reputation for reliability as to quality and workmanship that is the direct cause of a trade which steadily increases in magnitude with each succeeding year. This business was founded in 1865, by Mr. William Gebhardt, on Crosby Street, and the latter part of 1890 it was removed to the present location. In 1889 Mr. William Gebhardt died, and his son—the present proprietor—succeeded to the control. The premises at present occupied consist of a floor having a superficial area of 35 x 100 feet, used as office, salesroom and factory, all being admirably appointed and furnished with every convenience for the due prosecution of the large and important trade now controlled; five duly qualified assistants being steadily employed in the manufacturing department. He is a native of this city, and has been a resident of Staten Island for the past four years. He enlisted in the Seventy-first regiment of National Guards and was subsequently transferred to the Thirtieth regiment.

**N**EW YORK STENCIL WORKS, Office and Store No. 100 Nassau Street.—This flourishing enterprise had inception in 1868, when the business was started by E. L. Tarbox, and under the firm name New York Stencil Works was conducted up to 1882, when it was incorporated under the laws of New York state, with a capital of \$30,000, and the present style adopted, E. L. Tarbox being president, and H. L. Tarbox, treasurer. They are patentees and sole manufacturers of patent revolving stencil alphabet and figures, and patent rubber telegraph type wheels; also manufacturers of the following specialties: steel type for typewriters, steel letters and figures for the hardware trade, brass and iron dies for printing on wood, steel plates of every description, burning brands, seals of all kinds, rubber stamps, metal stamps, etc.; and turn out, to order, all classes of work comprehended in die sinking and general engraving. The factories are capacious, perfectly equipped plants, and between fifty and sixty hands, all told, are employed. The quarters used as office and store are spacious, commodious and well appointed, and a vast and varied assortment is constantly carried in stock here, including, beside the productions above indicated, also numbering machines, check protectors, baggage checks, key checks, steel stamps, brass labels, railroad seals, ribbon stamps, stencil dies, steel dies, inks and materials, rubber type, soap dies and stamps, iron figure wheels, stencil brushes, and, in short, everything in this line. All orders by telephone (No. 340 John), mail or otherwise are promptly and reliably attended to, and all communications of a business nature (P. O. Box, No. 3581) will receive immediate attention, an efficient clerical staff being employed. Every article leaving this well-known house is fully warranted, and all work executed to order is guaranteed to render satisfaction, while the very lowest possible prices are quoted. The Messrs. Tarbox, who are gentlemen of middle age, are Pennsylvanians by birth, but residents of this city for some thirty odd years.

**L**EOFOLD ASCHER, Importer and Commission Merchant in Brushes, Nos. 93 and 95 Maiden Lane.—Mr. Leopold Ascher imports brushes largely from Germany, and transacts a business of considerable volume in them throughout the United States. He has an extensive and well-equipped factory at Brooklyn, while headquarters of the house in this country are in Maiden Lane. The premises here are 20 x 40 feet in measurement, and a most excellent display is there made of brushes of every description, chosen with rare good judgment and discretion to suit the American market. Besides this, the firm has branches at Nuremberg and Dinkelsbuehl, Germany, and it is able to import on exceptionally favorable conditions. The business was established in 1887, and the conscientiousness which marks all its transactions has given eminent satisfaction to all patrons who have done business with it. The factory at Brooklyn consists of a floor and basement 25 x 100 feet in extent, and the improved methods of manufacture designed to reduce the cost of production without deteriorating the high quality of finished goods are in operation. Besides importing direct on its own account and manufacturing for itself, the house does heavy business as commission merchants. Mr. Ascher has resided in the United States ten years.

**W**ILLIAM L. MILLER, Brass Finisher, Etc., No. 87 Centre Street.—Though only initiated one year ago, this firm has ingratiated itself very thoroughly with its line of trade, by reason of the comprehensive character of the brass finishing work it is able to undertake, and to accomplish in really workmanlike style, at relatively low prices, its principal being a young man who learned his trade in Newark, New Jersey, and Cleveland, O., and mastered all its details and technicalities. Hence the trade done, which is exclusively confined to jobbing work from local houses, is of a brisk and growing character, three well trained employees being now regularly engaged under the immediate supervision of the expert principal upon the premises, which consist of a floor, 25 x 65 feet in size. Mr. William L. Miller is a native of New Jersey, and expert in all matters pertaining to his trade.

**J.** B. MAXFIELD & CO., Importers and Dealers in Foreign and Domestic Fruits, Fancy Fruits, Etc., Nos. 75 and 77 Park Place.—A very important form of commercial industry in this city is the trading in fruit, and one of the most reliable houses of this character is that of J. B. Maxfield & Co., of Nos. 75 and 77 Park Place, corner of Greenwich Street. Mr. J. B. Maxfield is a gentleman of considerable experience in the business, having been connected for seventeen years as clerk with the old and well-known fruit house of Maxfield & Co., who were the pioneers in the Florida orange trade. Prior to his connection with the fruit business, he held the responsible position of paying teller in the Central Bank of Brooklyn. The premises occupied are well located, light and cheerful, with good ventilation, and well adapted for the business. The house deals heavily in oranges, lemons, tangerines, grape fruit, bananas, sweet potatoes, cranberries, grapes, peanuts, etc., and, in fact, in all kinds of foreign and domestic fruit, making a specialty always of the very finest grades. This latter feature has secured for them well merited patronage from many of the large dealers in strictly fancy fruit. Special attention is given in their season to Florida oranges, lemons, Navel oranges, tangerines, mandarins and grape fruit, and parties dealing in these will always find at this establishment the best selections coming to the market. The fancy Florida lemon and the delicious Indian River oranges, both of which are among the finest of their kind in the world, receive particular attention, and during their season are to be found at the Maxfield corner. The house is noted for its sagacity in the purchasing, careful handling and packing of fruit, and straightforwardness of all its dealings. Its staff of assistants are expert in the business, and under the direction of the active principal they meet the requirements of patrons in the most capable and painstaking manner. Mr. Maxfield, who resides in Bloomfield, N. J., is a native of New York, and is among the best known and most respected men in his line of business in the city.

**M**ULFORD, CARY & CONKLIN, Importers and Wholesale Dealers in Leather and Findings, Shoe Manufacturers' Goods, Nos. 31 and 33 Spruce Street.—New York has long been a leading market in the United States for the leather trade and one of the oldest houses engaged in this line is that of Messrs. Mulford, Cary & Conklin. This concern was founded in 1850 by Messrs. M. Mulford and C. W. Cary, and in 1861 Mr. Cary retired, Mr. Mulford remaining alone up to 1865, when Mr. B. H. Cary, brother of C. W. Cary, was admitted to partnership. In 1867 Mr. E. H. Conklin became a partner, and the business has since been conducted under the firm name of Mulford, Cary & Conklin although Mr. Mulford died in 1887. The premises occupied consist of two five-story buildings, 25 x 100 feet each, and conveniently equipped throughout for the expeditious dispatch of business. The firm employ five traveling salesmen and carry on general operations as importers and wholesale dealers in leather and findings of all kinds for shoe manufacturers' use. They have the reputation of carrying the largest stock of goods in their line of any house in the trade.

**C** K. COLBY, Watches and Diamonds, No. 11 John Street.—One of the oldest and best known city establishments in this line is that of Mr. C. K. Colby, dealer in watches and diamonds. Mr. Colby has been engaged in the present enterprise for a period of thirty-nine years, and in this time has reared an exceedingly prosperous business and won an enviable reputation as an upright, honorable merchant. The handsome offices at the above address are supplied with all requisite business conveniences and facilities, including three large safes for the storage of the valuable wares handled. A large and elegant stock of high grade gold and silver watches is carried and the assortment of diamonds is large and select. Two experienced assistants are employed and the voluminous house trade reaches throughout the country, inclusive of a large and most desirable local trade. Mr. Colby is a native of New Hampshire and an expert at the business in hand. He came to New York in 1852, and in the same year founded the enterprise with which he has since been prominently and most successfully identified.

**J** OHN MINER, Shipping Agent and Notary Public, No. 83 South Street.—Mr. John Miner has been established forty years as a shipping agent, and has so developed his resources that he finds employment for over five thousand persons a year. His patronage comes from some of the largest houses and ship owners, including H. Strowbridge & Sons, the Wilson Line, the National Line, and other boats and coasting vessels all over the world. Mr. Miner is a native of New York, and a gentleman in the prime of life. He made a gallant war record, being a veteran member of the Twenty-third Regiment of Brooklyn. He is a well-known member and trustee of Cushing Post, 231 G. A. R., and also an active member of the F. and A. M., the K. of P., and the K. T. Mr. Miner bears a high reputation for ability and commercial honor, and is regarded as a most upright and useful citizen. He has a neatly arranged office, 25 x 25 feet, where he attends to his manifold duties, all of his obligations being carried through with utter satisfaction to clients and employees. His position is not alone a responsible one, but very necessary in the shipping world.

**E** R. STOCKWELL, Manufacturer of Jewelry, Gold and Silver Badges, Medals, Etc., No. 19 John Street.—Mr. E. R. Stockwell has the honor to be the proprietor of one of the oldest plants in New York, the date of its establishment being 1836. Mr. Stockwell succeeded to the business in 1880. He employs thirty persons in his neat and finely appointed factory, which is 25 x 100 feet in size. He is a manufacturer of class rings, class buttons, class pins and class badges, silk ribbon badges for officers and members for entertainments, commencements, etc., supplies, encrusts and mounts diamonds and other precious stones, watches and silverware for the trade and for presentation; while he makes a specialty of manufacturing medals and badges for awards, the designs for which are his own. In this line of work Mr. Stockwell has received some of the most gratifying testimonials from all parts of the United States. He is a native of New England and has been in New York twenty-five years. Mr. Stockwell is a most energetic man of affairs. A practical workman himself, he tolerates none but skilled artisans in his establishment. This has given his goods the stamp of reliability and high-class finish. His business has extended all through America, due to Mr. Stockwell's most exemplary business policy.

**B** UZBY & WOLCOTT, Brokers and Commission Merchants, No. 54 Beaver Street.—The broker and commission merchant business of Messrs. Buzby & Wolcott was established in 1850, though a claim might legitimately be made to much greater antiquity, the New York business being a distinct offshoot and succession of that established in Philadelphia in 1818. At that date its proprietors were Field & Taylor, afterward Field & Johnson, trading under that title in New York also, from 1850 to 1854. In 1854, Mr. Field retired from active business. From 1854 to 1857 (inclusive) the firm name was R. & I. H. Johnson, the latter gentleman having charge of the Philadelphia office. At the close of 1857 I. H. Johnson retired, and the business was continued by Rowland Johnson, and remained so until his death in 1886, when Messrs. Buzby and Wolcott, two old employees of the house, became the proprietors, the former having been in the house from the year 1854, and the latter from 1864. The premises, now the headquarters, at No. 54 Beaver Street, are those which were occupied for the business from 1850 to 1883, the affairs of the house having been conducted on Mercer Street, afterward Broadway, from the latter date until the beginning of 1891, when the occupancy of the old premises was resumed. These consist of an office 30 x 50 feet in size, with two lofts, the extensive operations of the firm needing only accommodation for a sample stock, its sales being made from samples. The connection of the house embraces the whole of the United States, and the class of goods in which it deals relate to Chinese, Japanese and East Indies goods, raw silk, mattings, straw, braids, Oriental rugs, etc., being included, while choice teas and coffees for family use form no inconsiderable portion of the trade. Messrs. Buzby and Wolcott are both middle-aged gentlemen, the former being a native of this city, and a resident of Elizabeth, N. J., and the latter was born in New Jersey and lives in East Orange of that state.

**M** ULLER & KRONE, Foreign and Domestic Fruits and Nuts, No. 254 Greenwich Street.—A house which is eminently representative of the large class engaged in this city, of which it is a prominent member, is that of Messrs. Muller & Krone, wholesale jobbers and dealers in foreign and domestic fruits and nuts, situated at No. 254 Greenwich Street, so well-known throughout the trade for the reliability of the goods it handles and its high principles of trading generally. The business was founded in 1873 by Mr. J. H. Muller, who carried on a highly successful and fast-increasing trade for a number of years, and was joined in partnership in 1882 by Mr. G. W. Krone, its firm name being then changed to its present style. The house, when first established, was situated at No. 247 Washington Street, but owing to the vast increase of the trade in the last decade, it became imperative, some six years ago, to develop the various branches; and with this object the headquarters were removed to their present location. These premises consist of a floor, loft and basement, each measuring 20 x 100 feet, used as office, salesroom and warehouse, being admirably fitted and arranged for receiving, storing and dispatching the heavy lines of foreign and domestic fruits and nuts handled; conspicuous among which, for their variety and excellence of quality, being pineapples, bananas, pears, apples, grapes, cocoanuts, peanuts, hickory nuts and lemons, a particular specialty being made of lemons, oranges, grapes and foreign nuts. The large volume of trade now controlled is at wholesale only, and extends among some of the most representative consumers in the country, upwards of twenty efficient assistants being engaged as clerks, warehousemen, porters, teamsters, etc., and about ten trucks for the receipt and delivery of consignments within the city limits. A very comprehensive stock of the choicest foreign and domestic fruits and nuts is always carried—varying according to the season—and is representative of some of the finest fruit raisers, etc., in this and other countries. The two gentlemen who are responsible for the very able and successful management of the business in every detail are natives respectively, Mr. Muller, of Germany, and Mr. George W. Krone, of this city.

**M** ICHEL, Importer and Manufacturer of Ostrich and Fancy Feathers, Artificial Flowers, No. 656 Broadway.—A period of twenty-seven years devoted to the pursuit of his present business as an importer and manufacturer of ostrich and fancy feathers has brought to Mr. M. Michel a far-reaching reputation. Feathers and feather trimmings, ostrich feather fans, artificial flowers in about every variety of size and shape, in an infinite diversity of colors, shades and tints, and of wide range as to grades, are supplied; and the three experienced commercial travelers who represent the interests of the concern in all parts of the country, are able to offer irresistible inducements. In coping with this, a force of from forty to fifty trained operatives is employed, and a large stock is carried in all leading and staple lines, while special lines are made up to customers' requirements with a celerity which is rendered possible by the splendid facilities possessed. Of German birth, Mr. Michel has been in this country since 1860, and his well directed energy, in conjunction with honorable commercial principles, has built up for him a business which is among the most flourishing of its kind.

**J**OHNS SHEA & CO., Wholesale Dealers in All Kinds of Country Produce, No. 182½ Washington Street.—Established in 1886, in a business which ordinarily requires a very much longer period for its satisfactory development, the firm of John Shea & Co. has already achieved a recognition and a consequent enviable connection as wholesale dealers in all kinds of country produce, which very clearly sets the seal of approval on the able and conscientious methods which have distinguished its career. The partners, Mr. John Shea and Mr. T. Sullivan, are gentlemen with a profound knowledge of all the details of the business. They watch the market, and obtain choice supplies of each kind of country produce in season, at inside market rates, which enables the firm to offer retailers a full choice of goods at prices that challenge comparison. The premises referred to consist of an eligible first floor, where from one to three employees (according to the exigencies of the season) assist the two principals in the constant replenishment of the stock, the filling of orders, and the numerous other duties incidental to a thriving business of the kind, and one which is still steadily expanding. Mr. John Shea and Mr. T. Sullivan are two gentlemen who are accorded personal popularity for their ability, enterprise and honorable dealing.

**R.** D. GRAY, Photo-Lenses, No. 76 Beekman Street. Mr. Gray claims the honor and distinction of being the only optician in the United States engaged exclusively in the manufacture of photographic lenses. He is a native of Indiana and has been a resident of this city for about six years. He established his business in 1888 and immediately assumed a high position in the trade. His premises have a capacity of 25 x 90 feet, and gas power is supplied to all the mechanical appliances and equipments. A competent staff of expert opticians are continually engaged, and the work executed is of the very highest grade of excellence and commands universal satisfaction. Mr. Gray has had a life-long experience in photography, and adds to his practical mechanical proficiency the invaluable knowledge of the photographic expert. This combination is one which is thoroughly understood and appreciated. Mr. Gray's premises were originally located at No. 259 W. Twenty-seventh Street, and the present eligible quarters were secured in 1890. Orders of any magnitude, whether in the city or the country, are promptly and faithfully attended to. Mr. Gray is a young and enterprising man, devoted to his profession and destined to assume a foremost position in the business in which he is engaged. His trade connections are distributed all over the United States and Canada, and he recently established an agency in London which is rapidly increasing his sales in England.

**L**OUIS MONJO, JR., & CO., Commission Merchants, Kemble Building, Nos. 15 to 25 Whitehall Street.—This is one of the most responsible and the oldest established concerns of its line in New York, and was founded in 1866. Its career from its inception has been one of continued success. Conducting the house upon strict business principles, thoroughly conversant with the wants of the South American trade, and withal, men of sterling integrity and sagacity, it is only in the nature of things that the firm should have achieved the success and attained the standing they have deservedly won. The firm handle all kinds of merchandise for export to Central and South America, also to Cuba, doing an exclusively commission business, and, altogether, they transact an exceedingly large trade, the total annual transactions of the house reaching quite a handsome figure. Mr. Louis Monjo, who is the active partner, has been a resident of this city for thirty-five years. In 1845-46 he was on the Produce Exchange and was a member of the Maritime Exchange. He is active and energetic, and sustains an enviable reputation in commercial life.

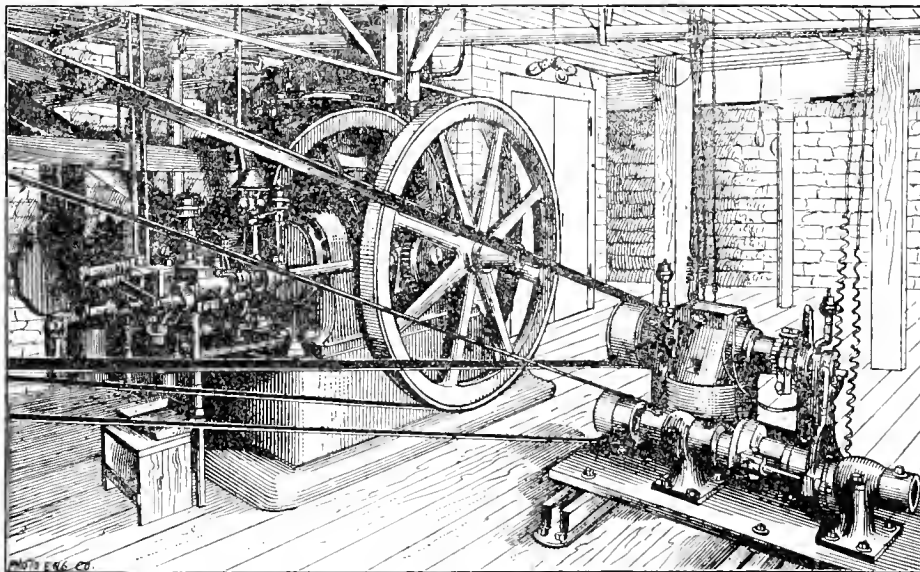
**S.** B. BROOKS, Manufacturer of Whisk and Toy Brooms and Broom Specialties, No. 154 Maiden Lane.—The mechanical industries do not include a more important branch than that of the manufacture of whisk and toy brooms, of which trade S. B. Brooks is a most eminent representative. This gentleman occupies a modernly arranged shop of good dimensions, where he employs the most skilled workmen in his line. He established his business in 1880 and has developed a trade in all parts of the United States. A native of America, Mr. Brooks has made a name for fine, reliable work in all of the broom specialties, his particular feature being sink brooms. He carries a good stock which he disposes of as orders demand. He relies upon the good old process of making brooms by hand, which is an assurance of their excellence and lasting qualities, and his business is constantly increasing.

**L**UTZ & SAUER, Artists and Designers, Nos. 96-102 Church Street.—Messrs. Lutz & Sauer create and execute the choicest and most original and artistic designs for lithographic printers in all parts of the country. The proprietors of this enterprise are Mr. William Lutz and Mr. E. A. Sauer, both young men of rarely cultured tastes, and breadth of artistic conception, who have had fifteen years experience in this art. The firm was founded in 1880, and already its fame has gone forth to an extent which warrants the employment of from fifteen to twenty-five skilled artists and engravers. The proprietors do not permit themselves to be tied down by rigid and narrow conventional rules, but interpret their art in a broad spirit, and their work has been characterized by well-judged boldness of conception, or chaste delicacy as occasion served, with the result that several of their masterpieces in various classes of work are held out as models of American commercial art. In the execution of its work the firm has achieved recognition no less pronounced than in its designing, its greatest characteristic being the exceeding faithfulness shown to details, the delicacy of touch in fine work, and the truthfulness of its light and shade. For this work it has the most modern inventions to supplement the careful labor of its expert artists. The premises originally occupied were at No. 113 Fulton Street, but the firm now has commodious and finely appointed premises, 35 x 60 feet in measurement. Of the two partners, Mr. Lutz is a native of New Jersey, and Mr. Sauer was born in Germany.

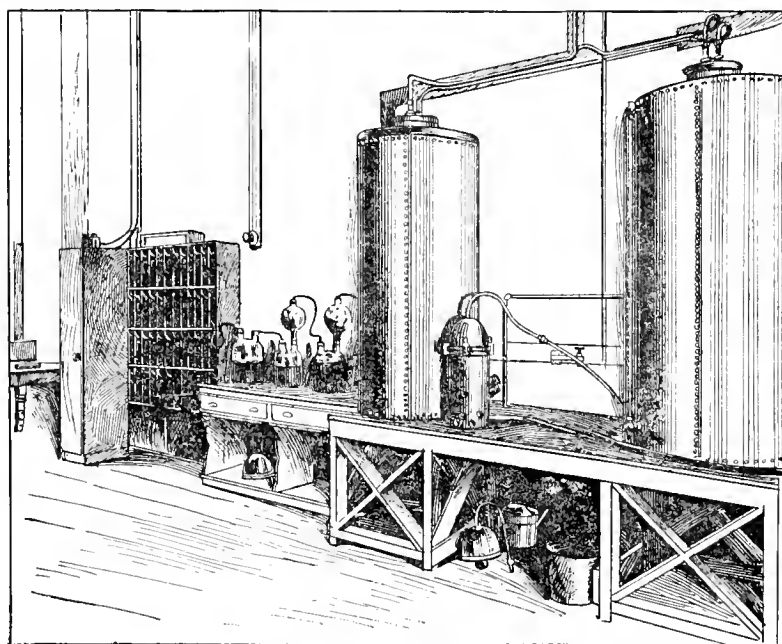
**E.** MITCHELL, Manufacturer of Brushes, No. 63 Fulton Street.—This business was established in 1883, and has from its inception placed upon the market some of the finest goods in this line to be found in the city. The mechanical equipments are of the latest improved character, and are the best that skill can devise and capital secure. Hair, nail, cloth, flesh, bath, and tooth brushes are here manufactured, a specialty being made of barbers' brushes. The goods are acknowledged to be of unparalleled excellence of quality and finish, and wherever introduced meet with a ready sale. A force of help sufficiently large to meet the demands of an increasing trade is constantly employed, and having excellent facilities for the prompt fulfillment of orders, the house is in a position to offer inducements to the trade second to none of its contemporaries. A large local trade has been established. Mr. Mitchell is a native of England, but has been a resident of the United States for twenty-five years.

**J**ACOB KLEIN, Diamond Setter, Nos. 75 and 77 Nassau Street.—A large majority of the most expert diamond setters and artistic workers in jewels are of foreign birth or extraction, and their supremacy will continue so long as the existing methods of apprenticeship continue. Among those who illustrate this truth is Jacob Klein, the diamond setter, who has recently established himself in room No. 18, Nos. 75 and 77 Nassau Street. He was born in Hungary, perfected himself in his calling there, came to this country seven years ago, and is now in business for himself, carrying on a general trade in jewels throughout the United States, and doing a large amount of diamond setting for the trade, which is fast learning to appreciate his abilities in that direction. He has pleasant quarters, gives prompt attention to all commissions, and is as thoroughly reliable as he is competent.

**O**ZONE MANUFACTURING CO., No. 86 Walker Street.—Although long recognized in the domain of chemistry as an active and potent natural agent, it is only within a comparatively recent period that the peculiar gaseous element technically known as ozone-oxygen has been introduced practically as a factor in the arts and sciences. And not only has the fact been discovered that this subtle agent possesses properties of distinct interest and importance from a medical and therapeutical standpoint, but all indications are, that it is destined to effect a veritable revolution in the industries also. While the great value of ozone as a chemical and curative element has been known and appreciated for many years, the idea was universally entertained by chemists, electricians and scientists that it was impossible to obtain by artificial means any appreciable quantity of the gas. The first successful effort in this direction was accomplished by Werner Von Siemens in 1854, who after a series of experiments constructed a tube which, in a measure, realized the desired effect. The



apparatus was subsequently materially improved by Von Balbo. But even the device constructed by the latter, albeit a notable advance on all previous appliances for the purposes indicated, still left the matter in an experimental stage. It remained for Siemens & Halske, of Berlin, to solve the problem of how to provide by inexpensive means an unlimited supply of ozone for the various purposes to which this beneficent agent can be applied. What with discovery, invention and improvements a high degree of perfection has been attained in the apparatus produced, the firm just mentioned, whose ozone machines are a distinct triumph of science and skill, and for which the Ozone Manufacturing Co., No. 86 Walker Street, are sole agents. This last named concern, which is the only enterprise of the kind in America, was established



in May, 1890, and the unequivocal success that has attended it from the first amply attests the wisdom that inspired the venture, to say nothing of the character of the product. Messrs. F. M. Grumbacher and J. C. Dittrich, proprietors of the Ozone Manufacturing Co., are gentlemen in the prime of life and natives of Germany. They are both men of practical skill and thorough experience, as well as of energy and enterprise, fully conversant with every feature and detail pertaining to the preparation, concentration and storing of ozone oxygen, and are, in short, experts in their line. They occupy commodious quarters as office, laboratory, etc., and employ several efficient assistants. With the aid of the Siemens & Halske apparatus, abundant resources and superior facilities generally, the Ozone Manufacturing Co. are in a position to fill orders for ozone for all purposes, and many desired quantities, while they are prepared to offer the most liberal terms, quoting remarkably low prices to the drug trade and dealers generally. All correspondences relative to preparations, terms, etc., should be addressed to Johnson & Johnson, of No. 92 William Street, whom the Ozone Manufacturing Co. have appointed their sole agents in the United States.

**GILLIS & GEOGHEGAN**, Low and High Pressure Steam Heating, For Warming Private Houses, Stores and Public Buildings, Manufacturers of Wrought Iron Tubes, Brass Valves, Fittings, Etc., Nos. 33 and 35 S. Fifth Avenue.—There is, perhaps, no distinct branch in the entire domain of the mechanical arts in which more progress has been made of late years than in artificial heating. What with invention, improvements and sustained effort, the advance made in the direction indicated is one of the notable features of this progressive age in which we live. Among the leading firms in New York engaged in this line there are none who enjoy a higher reputation for skill and reliability, as none receive a larger measure of recognition than Gillis & Geoghegan, of No. 33 and 35 S. Fifth Avenue. They execute all classes of work in the line of low and high pressure steam heating for warming private houses, stores and public buildings, and are also manufacturers of wrought iron tubes, brass valves, fittings, etc., and their business, which is exceedingly large, affords evidence of steady and substantial increase. This well and favorably known firm was established in 1869 at No. 199 Centre Street, and was located at Nos. 116 and 118 Wooster Street some twenty years, moving to their present location February 1, 1891. They occupy the whole of a six-story 50 x 100 foot structure, which is perfectly equipped for the purposes intended, and employ upwards of three hundred hands, their trade extending all over the country. They are prepared to furnish estimates for all classes of work in the line above indicated and guarantee the utmost satisfaction in every instance, jobbing receives prompt attention, also. A very large and first-class stock of wrought iron tubes, brass valves, fittings, etc., is constantly kept on hand, and all orders for the trade are filled at lowest prices. Messrs. Charles J. Gillis and Stephen J. Geoghegan are gentlemen of full middle age and natives of this city. Both are men of practical skill and thorough experience, as well of entire probity of character, and are deservedly esteemed in the community, alike as business men and citizens. Mr. Gillis is a prominent mason, a valued member of the Historical Society and a director of the Empire National Bank.

**ST. LOUIS STAMPING COMPANY**, No. 96 Beekman Street.—The name and fame of the St. Louis Stamping Company has extended to all parts of the civilized world, and they permanently maintain the lead in their special branch of industry, being the only makers of granite ware extant, and the largest manufacturers of galvanized sheet iron and enameled ware in the world. The business was founded in 1859, with main office and factory at St. Louis, and branch offices are operated at both Boston and Chicago. The officers, Hon. F. G. Niedringhaus, president, and Hon. W. F. Niedringhaus, vice-president, bring to bear the highest qualifications of experience, ability and inventive genius. The plant was erected at a cost of over a million dollars, covering four city lots, and including a mammoth rolling mill, and employment is given to upwards of one thousand hands. The New York branch was opened in 1878, and is under the experienced management of Mr. Edward B. Brown, who has been with the company since 1867, and has a foundation understanding of all the details of the industry and the requirements of the trade, and is eminently popular and successful in meeting every demand. The warehouses here comprise an entire five-story building, and a heavy and complete stock is constantly carried of the wares for which this company is so widely famous. The patent granite iron ware peculiar to this company embraces the "Belle" coffee biggins, the "Improved" coffee biggins, a fine line of coffee boilers, farina boilers, asparagus and corn boilers, and seamless milk, rice and veg-table boilers; also English mixing bowls, soup bowls, sugar bowls, wash bowls, broilers, batter buckets, seamless covered buckets, seamless water buckets, patent safety candlesticks, wine coolers, cullenders, drinking cups, dippers, commodes, cuspadores, meat dishes, pudding dishes, seamless hotel jars, seamless oval butter kettles, seamless camp kettles, covered fish kettles, "Boston" milk kettles, deep preserving kettles, patent covered "Windsor" kettles, tea kettles, seamless "Standard" measures, cake molds, "Climax" fry pans, milk pans, gold miners' pans, patent covered "Climax" sauce pans, perforated percolators, convex water pitchers, peerless pitchers and bowls, improved tea pots, oyster stands, steamers, strainers, tumblers, tureens, and a fine line of granite toilet ware, all of which articles must be seen to be appreciated as there is nothing like them in the market. The galvanized sheet iron ware, deep stamped ware, shallow stamped ware, galvanized ware, perfection granite ware, hammered and polished ware, japanned ware, stamped trimmings, black and polished ware, enameled ware, tinner's tools and machines, and pieced tinware, are all recognized by critical judges as the acme of elegance, utility, durability and fine finish, unapproached and unapproachable. The highest standard of excellence is maintained by this company, whose field is the world.

**ALFRED SHRIMPTON & SONS**, Limited, Pin and Needle Manufacturers, Redditch, England; United States Office and Salesroom, No. 273 Church Street.—The vast amount of pins and needles placed on the market annually imparts to the manufacture of these useful and indispensable articles an importance that puts it among the great branches of industrial activity. As the chief center of the industry, Redditch, England, has a number of noteworthy firms engaged in the line indicated, prominent among the others being that of Alfred Shrimpton & Sons, Limited, whose United States office and salesroom, A. A. Wright, manager, are located at No. 273 Church Street, this city, and who have branch offices also at No. 247 Monroe Street, Chicago, No. 164 North Broadway, St. Louis, No. 9 Beal Street, San Francisco, Cal., and Toronto, Canada. They are, in fact, the leading and most widely known concern of the kind in the world, and are the only manufacturers of hand and sewing machine needles and pins, having their own depot and salesrooms in the United States. The inception of this flourishing enterprise dates back fully one hundred years, and during the entire period the business has been conducted with uninterrupted prosperity, passing through four successive generations of the Shrimpton family. The firm turn out a distinctly superior class of goods, which are maintained at a uniformly high standard, and their productions command an immense sale throughout the American continent, as well as in Europe and all over the entire civilized world, owing to the exceptional excellence thereof, the same being unsurpassed in any feature of merit by anything of the kind manufactured. The American house of Alfred Shrimpton & Sons, Limited, was established in 1875 at St. Louis, under the efficient management of Mr. Wright, the present representative of the firm in this country, and about five years ago was moved to New York. The quarters occupied at No. 273 Church Street comprise two 30 x 100 feet floors, and are well ordered and excellently arranged, and several clerks and salesmen are employed here, in addition to seventeen representatives on the road. A vast and varied assortment is constantly carried in stock, including hand and sewing machine needles and pins of every description, and in every size, shape, style and variety. With unequalled productive facilities, world-wide business connections and other manifest advantages, the Messrs. Shrimpton are in a position, naturally, to offer substantial inducements to the trade, quoting rock bottom prices, while all orders are filled in the most expeditious and trustworthy manner, and relations once established with this well and favorably known house are certain to be found both pleasant and profitable. Mr. Wright, who has charge of the entire American department, is a gentleman in the prime of life, and a Canadian by birth. He is a man of energy, excellent business ability, and thorough experience, fully conversant with the wants of the trade, and is, in short, well endowed with the qualities that bespeak success in the commercial world.



**R**OBERT T. McMURRAY & BRO., Manufacturers of Wire Work of Every Description, Office, Cornell Building, Nos. 141 and 143 Centre Street.—In its line there is perhaps no firm better known in New York, and few throughout the United States than Robert T. McMurray & Bro., a house that had achieved a position of great eminence before it came into the hands of its present alert, enterprising and talented proprietors in 1887, it having been founded by their father very many years ago. The scope of this prominent and flourishing industrial concern embraces the manufacturing of wire work of every description required in construction, or for ornamental or protective purposes; and also the manufacture of iron ventilator frames and sashes, dome and skylights, and every variety of light iron frames and grills for decorators, tile, and leaded glass workers. The work of the house is chiefly to order, and for its operations it has a factory at Nos. 365-371 Harman Street, Brooklyn, consisting of three floors, each 42x65 feet in size, provided with every implement or appliance that can facilitate the manufacture of its goods, and manned by thirty expert operatives. The firm have done wire work on the



following: Tower building, No. 50 Broadway, Imperial Hotel, Kelly building, Standard Oil building, Potter building, E. Ridley & Sons, Metropolitan Telephone building, Lord & Taylor, Hilton, Hughes & Denning, Lincoln Safe Deposit Company, Trinity estate and warehouses etc., Adams Express Company's wagons, American Express Company's wagons, and the United States Company's wagons, etc. The firm has headquarter offices at Nos. 141 and 143 Centre Street in this city, and its enormous local business is supplemented by a trade of very considerable proportions in various near and remote parts of the United States. The partners are Mr. Robert T. McMurray and Mr. William H. McMurray, both native born New Yorkers, who were early trained to the business, and who now devote their personal attention to its affairs with unremitting care. They are still young men, and are generally and deservedly esteemed.

**J.** WALLACE, Dealers in Wax, Wax Papers, Paraffine, Zokerite, Etc., Room No. 155 Stewart Building, No. 280 Broadway.—The gentleman whose name heads this sketch is a North Carolinian by birth and has resided in New York for the past twelve years. He has been engaged in the present line of business since 1887, and has an extensive trade, not only throughout the United States, but all over the world. He is, in fact, the largest dealer in Wax, Paraffine, Zokerite and kindred products in this city, and handles upward of two thousand tons a year, all told, his total annual sales of zokerite alone reaching as high as five hundred tons. Mr. Wallace occupies commodious quarters as office and salesroom at room No. 155 in the Stewart Building, and employs several efficient clerks and salesmen, giving close attention himself to every detail. He deals in all kinds of Wax, Wax papers, Paraffine, Japan Canauba, Zokerite, Cerin, Bees-wax, etc., and is prepared to fill orders for anything in the line indicated, at bottom prices. With exceptional facilities in respect of source of supply, world-wide business connections and other advantages, Mr. Wallace is in a position to offer substantial inducements to the trade and export merchants; and relations once established with this gentleman are reasonably certain of leading to a permanent business connection.

**E.** S. HIGGINS & CO., Manufacturers of Carpetings, Nos. 80, 82, 84 and 86 White Street.—There is not, perhaps, within the entire domain of the textile industries any single line in which more progress has been made during the past few decades in this country than carpet manufacture. What with new and improved machinery, invention and the developments of skill, the productions of our leading American manufacturers in the line indicated are a distinct triumph of sustained effort. And in connection with the subject under review, attention is naturally directed to the elegant and excellent carpetings manufactured by E. S. Higgins & Co. Nos. 80, 82, 84 and 86 White Street, with factory foot of W. Forty-third Street, which commands an immense sale throughout the United States, owing to the uniformly high standard at which the same are maintained. They manufacture a distinctly superior class of floor and stair coverings in Moquette velvets, Sultan velvets, Imperial velvets, Axminsters, Royal Wiltons, Wilton velvets, Body brussels, Tapestries three-ply ingrain and other fine woolen carpetings, and their goods are noted for beauty and variety of designs, rich effects, durability and general excellence, being not surpassed in any feature of merit by anything of the kind produced in this or any other country. The firm, which is one of the oldest and the largest in the line indicated in the United States, dates its origin back for more than half a century, and during the entire period has been a distinct factor in the trade. The factory is an enormous plant and perfectly equipped, all the latest improved carpet weaving machinery, appliances and appurtenances, being in operation therein, and employment is given to upward of two thousand operatives. The quarters occupied as offices and salesrooms on White Street comprise the whole of 100 x 110 feet six-story building and a large force of clerks, salesmen, etc. are here employed, while a vast and varied assortment is always carried on hand here, the stock which is of a most comprehensive and attractive character, and embracing a number of superb novelties and exquisite productions in parlor chamber, dining-room, hall, office and stair carpetings, in a great variety of shades, styles, designs and patterns. Enjoying manifest advantages by reason of unequalled manufacturing facilities and a wide spread permanent business connection, this representative and responsible firm are in a position to quote exceptionally liberal terms to jobbers and retailers, and offer inducements unprecedented in the history of the carpet trade in America. This flourishing enterprise had inception in 1837, when the business was started in a modest way by A. and E. S. Higgins & Co., and as such was conducted up to 1856, when the present firm name was adopted, under which style it has since been continued with uninterrupted success, although the senior member was removed by death some time ago. Messrs. Eugene Higgins (son E. S.) and John D. Wood, who constitute the present copartnership, are both men of thorough experience, as well as of energy and business ability, and are fully conversant with the wants of the trade.

**A.** C. VAN TINE & CO., Tailors and Clothiers, No. 77 Chambers Street.—A New York firm that does its full share in making this a well dressed community and the evidences of whose artistic taste are found throughout the country, is that of A. C. Van Tine & Co., No. 77 Chambers Street. They have always on hand a carefully selected and superb stock of all that is fashionable or desirable in the latest patterns and shades of imported and domestic goods, such as go to make up the wardrobe of a gentleman who dresses with a regard for good taste and prevailing styles. The superior quality of all garments leaving this house is conceded; as it not only uses the best materials afforded by the markets of the world, but employs the finest cutters and most skillful workmen. The firm which was established in 1886, has been a success from the outset because of its strict adherence to this policy which pleases its trade, insures a permanent customer in every one who has the good fortune to employ its services. Not only does this house fill the orders given by New Yorkers, but extends a rare opportunity to many parts of the United States where agents receive orders, send them to the house and have them as satisfactorily filled as though a personal call had been made at the establishment. Fit, style, material and work are all that the most fastidious can ask and the advantages which the firm thus offer to those who have no first-class merchant tailors at home are too apparent to require comment. Scores have availed themselves of it and the patronage of a deserving house has been correspondingly increased. The gentlemen comprising this enterprising firm are A. C. Van Tine, Paul Williams and George E. Faile, the latter having become a special partner January 1, 1887. All are experienced business men, in the prime of life, shrewd, active, pushing and thoroughly honorable in all their dealings. The senior member is a resident of Brooklyn, the others of this city. They have a fine and attractive store room, 25 x 80 feet, filled with the choicest goods in their line.

**P.** HARTMANN, Gold and Silversmith, No. 36 Maiden Lane.—Among the popular and reliable houses engaged in a special line of this trade in New York City, well worthy of more than passing mention in these pages is that of Mr. P. Hartmann, gold and silversmith, and whose productions especially in gold and silver filigree are in steady and growing demand. Mr. Hartmann, who is a native of Germany, and a resident of this city since 1840, is a thoroughly experienced and practical man in all branches of his trade, and established himself in this business on his own account in 1853, and his trade, which is principally wholesale, extends through the whole Union. The premises utilized for the business are of ample dimensions and comprise a finely appointed office and salesroom with workshop attached, the latter being fully equipped with all necessary tools and appliances, while a sufficient force of skilled and experienced workmen are given constant employment. He manufactures all kinds of gold and silver filigree jewelry, in all the very latest and most popular designs, and when desired new and original designs are created and submitted. In his office will be found at all times a fine assortment of these goods, of his own designs and manufacture, also importing goods of the same character, all of unsurpassed designs, material and workmanship, and are offered to the trade at the lowest prices. Mr. Hartman is also the inventor of an inkstand which he patented and manufactures in large quantities; it possesses superior advantages over all previously in the market; it is constructed so that the ink while in the stand is and remains air tight, preventing the evaporation and spoiling of the ink, which otherwise becomes lumpy and thick. It supplies the central ink, clear, limpid and in even quantities as wanted upon the pen, and it is the best article of the kind in the market.

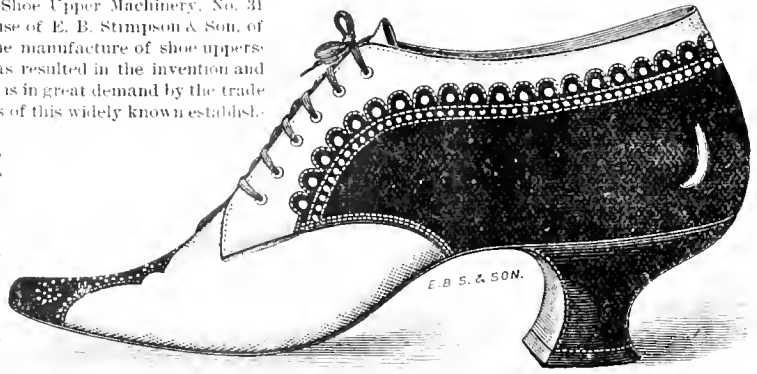


**STEPHEN S. CLARK**, Export Commission, No. 58 Water Street.—The development of the commerce of New York is upon a scale of the greatest magnitude; every phase of business is here represented by talented merchants possessed of ample resources and abundant experience, and prominent among the number stands Mr. Stephen S. Clark, the well-known commission merchant and export agent for Dold's unrivaled hams, bacon and lard, at No. 58 Water Street. This gentleman is one of the oldest and most experienced merchants in his line, and possesses qualifications that fit him in an eminent degree to meet every exigency of a large and important foreign trade. The business was established in 1858 by Messrs. Hyatt & Clark and in 1886 Mr. Clark succeeded to the sole control. He handles Grain, Hams, Lard, Bacon, Cheese and general produce for export to Europe, South America, Mexico and other foreign ports, and is especially prominent as agent for Dold's Packing Company, of Buffalo, N. Y., whose hams; bacon and lard are a specialty with this house. Mr. Clark devotes his close personal attention to the prompt filling of all orders, and the demands of the trade in foreign countries for the purest and best of every grade have rarely, if ever, been so fully and satisfactorily met as by him, whose laudable ambition to excel has been generally recognized. By maintaining a very high standard in his exports, Mr. Clark is materially contributing to retain to New York the pre-eminence in this branch of trade. He operates a branch office in Baltimore, and is in receipt of consignments of grain and produce from the best producing regions of the country, which are promptly disposed of and acknowledged. Mr. Clark is a native New Yorker and has been engaged in this business since attaining his majority. He served in the late war as a member of the famous Seventh New York, and was on duty in this city during the draft riots of 1862. He has been a member of the Produce Exchange for a period of thirty-five years, and is highly esteemed in mercantile circles for his equitable and enterprising methods; while the large volume of his business affords the best criterion of his claim to a continuance of the influential support accorded him.

**WILLIAMSBURG CITY FIRE INSURANCE CO.** of Brooklyn, N. Y., Offices, Corner Broadway and First Street, E. D., and No. 211 Montague Street, W. D., Brooklyn; No. 150 Broadway.—Among the representative American institutions placing risks on property there are none more worthy of note in this connection than the solid and substantial Williamsburgh City Fire Insurance Co. of Brooklyn, whose New York office is located at No. 150 Broadway. Organized in 1853, the history of this widely and favorably known company has during the entire period since intervening been a career of uninterrupted prosperity. The thirty-eight years just past have been marked by many destructive fires, notably those of Chicago and Boston, but this staunch and successful association has been able from its surplus reserve to pay its losses without making assessments on its stockholders. It has paid in losses to January 1, 1891, the sum of \$6,143,220.31, and in dividends to stockholders the sum of \$1,302,500.00, being 588 per cent. or at the rate of 16 per cent. per annum. The Williamsburgh City Fire Insurance Co., on March 23, 1883 completed the thirty years for which its charter was granted. Prior to the date of expiration application was made for a renewal of the charter for thirty years, and, as a preliminary an examination was made by the Hon. John A. McCall, Jr., deputy superintendent of the insurance department of the state of New York, and upon his report a new charter was given extending the corporate existence of the company thirty years. All its policies are issued under provisions of the Safety Fund Law of the state of New York, and every contract written in this staunch and responsible institution, conditions complied with is as good for its face value as a treasury note, and assuredly as judicious an investment as a man can make. The home offices of the company are at corner Broadway and First Street, Brooklyn, E. D., and another office is maintained also at No. 211 Montague Street, in the western district, while the institution is represented in all cities and towns, throughout the country. The officers of the Williamsburgh City Fire Insurance Co., are Marshall H. Driggs, president; F. H. Way, secretary; A. W. Giroux, assistant secretary; W. H. Brown, assistant secretary, and Jesse Watson, general agent, all gentlemen of standing in the community and men of energy and sagacity, well known and esteemed in insurance and commercial circles. Following is an abstract of statement of condition of the affairs of the company, dated January 1, 1891: capital, \$250,000; reserved for re-insurance, etc., \$520,393.21; net surplus, \$680,461.54; total \$1,450,854.75.

**AMERICAN INVESTMENT UNION**, No. 280 Broadway.—There are all times people seeking to invest capital in such a manner as to insure to them the utmost element of safety combined with a reasonable rate of income. The field for daring, hazardous venture always exhibits a restless throng, making haste to be rich, while the field of legitimate investment is a less crowded one, but beyond any question one in which more satisfying results are seasonably secured. Among those corporations in New York who make the want of the conservative investor their study is the American Investment Union. The organizers of the Union realized that there was a large amount of savings in the hands of the people that would naturally seek the avenue of real estate investment, were it not that, for the successful carrying out of such investments there is demanded a larger sum than any one of the persons holding these savings could possess at one time. The thought occurred to them, therefore, to organize a company that would collect these savings, and invest the aggregate sum in real estate—the foundation of all values—and improve the same, dividing the profits among the shareholders. Thus the advantages of large masses of capital, necessary for investment in real estate, might be brought to each small capitalist throughout the country, and an avenue of profit brought to them from which they would be otherwise barred. Experience showed them that in every city and large town in the country there is, taking a sufficient term of years for observation, a certain increase in the value of real estate. This increase comes to the man who holds the property over a period sufficient for its realization. The trouble with small investors, who purchase on a basis of payments distributed over a considerable length of time, is that they have not the capital to carry their investments over the rough places,—the times of depression and money stringency,—which are sure to come; and thus they are forced to give it up in too many cases before the time that would yield them profit from the natural increase of values. All this it is possible to avoid in an institution, which, like the Union, has a steady income, and is able to hold and improve and protect its property. By this means, the man whose investment amounts to but \$100 per year, has the "staying" qualities of the hundreds of thousands of dollars of accumulated capital that his company represents, and he is thus as well assured of his share of the profit due to his small investment as is the millionaire of the profit that will accrue to his millions. The success of the Union has been marked, and the character of the investments made has been such as to prove the business-like methods that have controlled its affairs. After three years' experience the Union has assets of nearly a half million dollars and a surplus of over \$150,000, in addition to its paid up capital of \$100,000. The Union confines its investments to business and residence property in and near the large cities. It has now large holdings of real estate in New York and in San Francisco, and it will invest in the other cities of the country where its shares are being taken as fast as the funds received therefrom will admit. The Union is following established lines in its business and is doing what has been done again and again by capitalists. Its only new feature is a method of business which brings within the reach of small investors the large profits that have heretofore been secured by a privileged few. The ability to make investments in different cities under the most favorable circumstances gives the Union advantages that few individuals possess. The preferred shares of the Union which are sold upon installment payments afford an accumulating investment for small sums and when paid up secure a life income to their owner. They are guaranteed both principal and interest of 6 per cent. and they share in the additional profits from investments which have given them dividends averaging 17 per cent. annually. The following are the principal officers and managers: Andrew S. Brownell, president, Frank C. Havens, Edwin K. Martin, vice-presidents, Charles R. King, secretary, Wm. H. Lyon, Jr., A. S. Barney, assistant secretaries. Principal offices: Stewart Building, 280 Broadway, New York, N. Y.; Boston, 103 Milk Street; Providence, 81 Westminster Street; Baltimore, Bank of Baltimore Building; Detroit, Hammond Building; Indianapolis, 30 Thorpe Block; Chicago, Chamber of Commerce; St. Louis, Bank of Commerce Building; San Francisco, First National Bank Building. If safety and not hazard, prudence and not recklessness, fair income rather than greedy uncertain gain, legitimate properties and not speculative schemes are desired by the investor, let them consider the many advantages offered by the American Investment Union.

**E.** B. STIMPSON & SON, Manufacturers of Shoe Upper Machinery, No. 31 Spruce Street.—The enterprise of the house of E. B. Stimpson & Son, of this city, in perfecting machinery for the manufacture of shoe uppers, has been particularly efficacious, and has resulted in the invention and improvement of superior mechanism that is in great demand by the trade throughout the entire United States. The business of this widely known establishment was founded about 1855 by Mr. E. B. Stimpson, a native of England and a skilled mechanic, and was successfully conducted by him up to the year of his death—1888—when he was succeeded by his son, Mr. E. B. Stimpson, Jr., who had been brought up to a thorough knowledge of the industry, and was amply qualified to assume control of affairs. The premises occupied consist of four floors, each 25 x 100 feet in dimensions, and equipped with steam-power machinery and all appliances requisite for the successful operation of the industry, and employment is found for a force of forty skilled hands. The products include all kinds of machines for cutting and making shoe uppers, embracing toe cap presses and dies, pinking and perforating machines, etc., for operation by hand, foot, or steam-power. The goods are unrivaled for workmanship, finish, durability, utility, and general excellence, and have never failed to give the best of satisfaction wherever used, and parties interested living abroad should inform themselves thoroughly with reference to the mechanism to be found here, before resorting to old, cumbersome, and slow-operating apparatus. Mr. Stimpson is a native of New York, is a business man of ability and mature experience, and all orders sent his house receive his personal attention.



**G**OUGE HEATING AND VENTILATING COMPANY, No. 47 Beekman Street.—The most successful method of ventilating dwellings, schools, churches and public buildings of all kinds is that invented and introduced by the Gouge Heating and Ventilating Company, whose headquarters are located at No. 47 Beekman Street. This company also manufacture a new device for warming and ventilating railway passenger cars, and supply heating apparatus, when desired, in all cases when connected with ventilation. The Gouge system of ventilation was introduced in 1860, by Mr. Henry A. Gouge, who is the moving spirit of the present company, and widely known and honored as an expert ventilating and heating engineer. This company does not propose simply to put up certain ventilating apparatus nor to introduce such flues, etc., as ought, theoretically, to create the desired movement of air; nor merely to remove, in a general way, such impurity or closeness of air as may be noticed by the senses. All such things as these are matters of opinion, often of contention. On the contrary, the definite thing which this company in all cases contract to do is to exhaust (and replace) any prescribed volume of air per minute, whether 50, 5,000 or 500,000 cubic feet, at the outlet of each room, replacing the same continuously with the like quantity of fresh air, warm or cool to suit the season, and delivering the result by measure as indisputable as that of the yard-stick or bushel. This, and this alone, is what the management means by ventilation. The motive power is furnished by an ordinary argand gas burner, operating through a peculiar form of flue, so constructed as to use the well-known power of flame as an inductive force, entraining, through precisely adjusted orifices, copious currents of air, such as are perceived when a flame is started with paper, straw or shavings at the draft throat of any well-constructed chimney or stove. The peculiar discovery which lies at the bottom of this system is the wonderful capacity of a small flame to entrain copious and rapid currents of air through the special adjustment of compression, induction and expansion, invented by Mr. Gouge. No less than fifteen years were spent by him in perfecting the adaptations, proportions, etc., that now enable the company to construct a ventilating system certain to exhaust and replace the exact volume of air per minute required, in any room or any building, large or small. It is most remarkable that the draft power developed by a small flame through the apparatus invented by Mr. Gouge increases with every induction, orifice opened, so far as the experiment has been carried in ventilating large office buildings. The first cost of the apparatus is substantially the last. Ample, uniform and certain ventilation goes on thenceforward day and night, at a nominal cost for gas. Charges for professional time, materials and workmanship are uniform, sufficient to pay for the best service and not exorbitant for the outlay made and the results accomplished. Testimonials by the hundred are on file, and form the company's best possible recommendation, its only needed endorsement. Mr. Gouge, the inventor, is a native of Connecticut, and enjoys a national reputation as an accomplished engineer, endowed with a genius for invention and the perseverance to surmount every obstacle in promoting the interests of science and the welfare of society.

**T**HE GOODYEAR VULCANITE CO., Manufacturers of Hard Rubber, Combs, Druggists' Sundries, Sheets, Rods, Tubing, Telegraph and Telephone Supplies, Etc., No. 353 Broadway.—There is not, perhaps, within the entire domain of the arts and manufactures any line in which more progress has been made of late years in this country than the rubber goods industry. And these remarks apply especially to such articles as druggists' sundries, toilet specialties and kindred productions, in which a high degree of perfection has been attained by some of our leading concerns in this particular branch of industrial activity, notably the Goodyear Vulcanite Co., whose office and salesrooms are at No. 353 Broadway, with factory at Morrisville, Bucks County, Pa. They are manufacturers of hard rubber combs, hair pins, syringes, pessaries, suppositories, etc., also sheets, rods, tubing, telegraph and telephone supplies, etc., and have an exceedingly large trade, their goods, which are maintained at a uniformly high standard, commanding an immense sale throughout the United States. The total annual sales reach the handsome sum of \$1,000,000, and the volume of business affords evidence of steady and substantial increase. This flourishing enterprise, of which S. S. Southorn is president, and M. Dittenhofer secretary, was organized some five years ago, when the company was incorporated under the laws of the state of New York, with a capital of \$100,000; and the signal success that has attended it from the start abundantly attests the wisdom that inspired the venture, to say nothing of the superiority of the productions. The factory is an extensive and perfectly equipped plant, and employment is there given to upwards of two hundred and fifty hands. The quarters occupied on the second floor of No. 353 Broadway are spacious, commodious and excellently appointed, and an efficient staff of clerks and salesmen are here employed, in addition to fifteen representatives on the road. A vast and varied assortment of goods is constantly carried in stock, including handsome and serviceable combs, in a great variety of sizes, shapes, styles and designs, novelties in hair pins and other small wares, a complete line of the justly famed "Monarch" syringes, suppositories, pessaries, coustic holders, funnels, specula, druggists' scoops, etc., also a multifarious collection of telegraph and telephone supplies, sheets, tubing, rods, etc. All orders are filled in the most prompt and trustworthy manner, and rock-bottom prices are quoted, exceptionally liberal inducements being offered to the trade.

**E.** MILLEN & CO., Shirt Manufacturers, No. 113 Greene Street.—One of the most extensive shirt manufacturers in New York is the well-known and responsible house of Messrs. E. Millen & Co., located in this city at No. 113 Greene Street, who, for a number of years past, have controlled a trade reaching to various sections of the United States among large dry goods houses, gentlemen's outfitters, and other patrons of the same representative class. The business was established many years ago by Mr. Edmund Millen, who was succeeded by the present proprietors in 1880, they being Mr. Thomas W. Aikenhead and Mr. E. Millen; and in order to cope with the pressing demand which is now experienced for the firm's high quality shirts, three extensive factories are maintained, one at Middletown, N. Y., one at Port Jervis, N. Y., and one at B-rlin, N. Y., the size and general equipment of the whole being in true accord with the force of help employed—two hundred and fifty in all. Two traveling salesmen are constantly out in various sections of the country, and by their efforts materially increase the heavy volume of orders which reach the house every day throughout the year. The best fabrics alone are used, skilled labor employed and the best known processes of manufacture adopted; and to ensure an uniform continuance of these, the proprietors devote the whole of their time and attention to every detail of the business. The worthy senior, Mr. Aikenhead, is a native of Scotland, while his partner, Mr. Millen, is of English birth; both gentlemen being held in the highest esteem in both business and social circles.

**H.**INGSTON & HAYS, Manufacturers of Show Cases, Nos. 31 and 41 W. Broadway.—There is, perhaps, no firm engaged in the manufacture of show cases in the metropolis which is more widely or more favorably known than that of Hingston & Hays, No. 39 and 41 W. Broadway. The concern is one of the oldest and foremost in the line indicated in New York, and has an extensive business connection, its productions not only commanding a large sale throughout the United States and Mexico, but are exported quite considerably also to South America and Australia. The work turned out is of a distinctly meritorious character, being noted for beauty of design, elegance of finish, ingenuity of construction and general excellence; and every article leaving this establishment is warranted as to make and material. This prosperous business was established in 1858 by the Stein Manufacturing Company, who were succeeded some years later by Farley & Hofman, who were in turn succeeded by F. A. Brautigan & Co., under which firm name it was conducted up to September 1890, when the present co-partnership was formed. The premises occupied are commodious, ample, and well equipped, and an efficient staff is employed in the sales department, in addition to a larger number of expert workmen in the shop, while a large and splendid assortment is always kept on hand here. The stock includes besides handsome and serviceable show cases in every size, shape, style and variety, also combination money-drawers, patent display racks, iron legs and metal standards; and all orders, wholesale or retail, are attended to in the most prompt and reliable manner, while the prices quoted are exceptionally low, workmanship and material considered, the most liberal inducements being offered to the trade. Messrs. Samuel E. Hingston and Isaac S. Hays, the proprietors, are gentlemen in the prime of life and natives of Rochester, N. Y., but residents of this city for quite some time. Both are men of thorough experience, as well as of push and energy, and prior to assuming control of the business had been with the old firm for several years.

**M.**ESSRS. E. & L. H. & S. ROSENWALD & BROTHER, Dealers, Importers and Exporters of Leaf Tobacco, No. 145 Water Street.—The eminent and prosperous firm of E. & L. H. & S. Rosenwald & Brother, which has the name for being the wealthiest house concerned in the handling of leaf tobacco, as dealers, importers, and exporters, in this city, is also one that can claim about the widest ramifications, its commercial connections linking it with all quarters of the civilized world. The enterprise was inaugurated thirty-seven years ago, and the trained technical knowledge, long and ripe experience, and skilled judgment of the principals secure to the firm exceptional facilities for the purchase of high grade leaf at favorable prices, while the known integrity of the house, together with the liberality shown in sharing its advantages with patrons, has won for it a most commanding trade throughout the United States, and also in Europe, to which its exports are on a large scale. For the purposes of the business a handsome building of five stories, each 35 x 100 feet in dimensions, is occupied at No. 145 Water Street, and the immense stock there carried enables the house to respond promptly to the heavy demands made upon it from time to time, for large consignments. The business is conducted in a methodical manner worthy of its time-honored age and influential connections, four well-trained clerks being regularly employed, and all inquiries and orders meeting with early, courteous, and accurate attention. The proprietors, Mr. E. Rosenwald, Mr. I. Rosenwald, and Messrs. H. and S. Rosenwald, are gentlemen of advanced age, and the latter, who is a member of the Board of Trade, is also a director of the South National Bank. Both gentleman rank among the most prominent merchants of the city.

**P.**HILETUS SMITH, JR., Millers' Agent, Choice Grades of Flour, Nos. 15 to 25 Whitehall Street, Kemble Building.—As a millers' agent, Mr. Philetus Smith, Jr., ranks among the most prominent representatives of the large milling companies. He entered the house of which he is now the sole representative, as a clerk, thus passing through his hands most of the more important transactions of the firm from the date of its initiation in the year 1870, and gaining the acquaintance and respect of many of the largest purchasers of flour in New York and New Jersey. His firm was originally Partridge Wells & Co., and so remained until 1880, when the trading title became Partridge & Smith, by the admission to partnership of Mr. Philetus Smith. During all the time the latter gentleman was a very real force in the house, and had much to do with its successful guidance, until in 1884 it passed into his complete control. The firm makes a specialty of handling the choice grades of flour of the Sparks Milling Company, of Alton, Ill., it having the agency for that company for New York and New Jersey, its transactions in the two cities reaching an enormous volume. The popularity which it has among buyers may be ascribed in large measure to the choice quality of the goods supplied, but not one whit less so as to the care shown in interpreting patrons' desires, and meeting them at all times in a spirit of bona fide business integrity. Mr. Smith, whose experience in this trade antedates the foundation of his present enterprise in 1870 by seven years, has been a member of the Produce Exchange for twenty years, and is regarded by fellow members as well as by buyers as exceptionally well posted in the line, and keenly alive to all the requirements of the times. The premises occupied for the business are on the fourth floor of Kemble Building, Nos. 15 to 25 Whitehall Street, and the methodical arrangements there prevailing facilitate the prompt and exact filling of all orders. The principal is a gentleman fifty-one years of age, and is prominent in the business world.

**A.**BRAMS, SMITH & CO., Commission Merchants in Hides, Skins, Wool, and General Merchandise, Nos. 7, 8, 9, 10 and 11 Brooklyn Bridge, Frankfort Street.—There are probably no more substantial and absolutely fire-proof warehouses in the city than those constructed in the arches of the Brooklyn bridge, on Frankfort Street. Five of them, Nos. 7, 8, 9, 10 and 11 are occupied by Messrs. Abram S. Smith & Co., commission merchants in hides, skins, wool and general merchandise. Each store is 30 x 75 feet in dimensions and has four floors, the greater portion of the space being devoted to storage purposes. The firm have ten persons in their employ, carry a large stock of merchandise, and do an extensive and successful business. The history of this house dates back to 1875, when the firm of McLean & Smith was formed. Mr. A. S. Smith had previously been with S. B. Hunt for a year, and with Richard & Andrews for six years as clerk and partner. The firm of McLean & Smith was dissolved at the end of two years, and in 1879 Mr. Smith, with T. W. Fawcett and Edmund D. Robinson, organized the firm of Smith, Fawcett & Co. Mr. Fawcett retired in 1883, and the firm style became as at present. Mr. Robinson is a son of E. A. Robinson, an old leather merchant of Albany, in which city Mr. Smith was born. The partners were clerks in the same store there in 1864, and their business education and experience have been of the most thorough description.

**CLARENCE E. WINTERTON**, Fruit and Produce Commission Merchant, Poultry, Game, Calves, Etc., No. 95 Park Place.—The importance of New York as a great wholesale center for the produce commission trade is forcibly illustrated by a review of several of the leading concerns engaged in business here, among which may be mentioned that of Mr. Clarence E. Winterton, located at No. 95 Park Place. This business was established in 1883 by Messrs. Winterton Brothers; one brother retired in 1887, and Mr. C. E. Winterton is now sole proprietor. The premises occupied comprise five floors, 25 x 70 feet in dimensions, finely fitted up with everything necessary for the proper preservation of the large stock handled. Mr. Winterton brings to bear every possible qualification, including perfected facilities, wide-spread influential connections, and an intimate knowledge of the wants of the trade. A general commission business is transacted, he being a regular receiver of large consignments from prominent growers, packers and shippers, having the best of facilities for the disposal of all choice growths of fruit, including apples, pears, grapes, cranberries, cherries, strawberries, raspberries, etc., and every kind of foreign and domestic fruit. He also receives poultry, game, calves, etc. All goods are quickly disposed of at the best advantage and returns are promptly made. The trade extends to all parts of the United States, and the house is always ready to fill the largest wholesale orders. The house has ever retained the confidence of leading commercial circles and has pursued a policy of equity and honor, maintaining a leading position for enterprise and energy, and has ever been and is now more than ever, a vitally important factor in the promotion of the produce trade of the metropolis.

**PALLEN, NELSON & CO.**, Sole and Upper Leather for Export, No. 87 Gold Street and No. 135 Summer Street, Boston.—The business of Messrs. Pallen, Nelson & Co., dealers and brokers in sole and upper leather for export, has at its head a gentleman recognized as the oldest representative of the trade, he having been in "The Swamp" as a dealer and broker in leather for no less than fifty-five years. His junior partner, Mr. Richard Nelson, came from Poughkeepsie, and joined the firm then known as Pallen & Noble, in 1859, has remained in the house ever since, and gave his name to its title in 1870, when the present style was adopted. With so lengthy a career, during which the same titular head has guided affairs, unrivaled resources have been secured alike in the buying and selling departments, the unexcelled opportunities the house has of promptly finding a profitable market for sole and upper leather of all kinds and grades, naturally causing it to be in very strong request with producers, and resulting in a trade with all sections of the country. This is transacted by correspondence, and the eligible and nicely appointed office at No. 87 Gold Street, 25 x 25 feet in size, is one where a staff of four experienced clerks are ever kept busy in the executive work entailed by the heavy demands made upon the resources of the house, though this would be even greater—as it applies to this city—were it not for the fact that the proprietors have an important branch at No. 135 Summer Street, Boston. Prosperous during such a long past, the prestige of the firm is still well sustained, and the esteemed partners are regarded as leading men in their line, they being popular, moreover, in social circles as well as prominent in their trade.

**JOSEPH F. GEISLER**, Chemist, No. 39 Mercantile Exchange Building.—The vast aggregation of commercial interests in the great metropolis of America renders New York the recognized headquarters for the members of the profession of analytical and consulting chemists, and no one among the number has achieved a more representative position than Mr. Joseph F. Geisler, whose office and laboratory are located at No. 39 Mercantile Exchange Building. Mr. Geisler is a thorough master of his profession, having devoted many years to close study, coupled with a thorough investigation of many of the practical applications of his science. He is a graduate of the University of Michigan and a member of the American Pharmaceutical Association, the American Chemical Society, the London Chemical Society, Society of Chemical Industry, etc. He has been established in New York City for eight years; being five years in the Exchange Building. He has actively and successfully conducted an ever growing business, executing commissions for many of our leading mercantile houses, analyzing food and mercantile products of every kind. He is a chemist for the State Dairy Commissioners, and as a consulting chemist Mr. Geisler's skill and intimate practical knowledge, renders him specially well qualified to afford accurate and beneficial guidance, and his services are constantly being called into requisition in the erection of new works as well as in the regulation of works already in existence. He is an enthusiastic member of his profession, promoting the twin causes of science and industry very materially, and by means of his accurate analysis affording his patrons a perfect knowledge of the constituents of any substance submitted to his investigation. Personally, Mr. Geisler is universally popular, both in commercial and professional circles, and no one is better qualified to afford entire satisfaction than he in everything pertaining to his profession.

**F. & J. GERBER**, Importers and Dealers in Swiss, Limburg and Sapsago Cheese, No. 207 Duane Street.—One of the most healthful and nutritious of the staple food commodities is that of cheese, which is made in so many varieties and flavors and is a prime article of food the world over. The trade in cheese is an important branch of commerce, and a valuable factor in the commercial fabric. One of the oldest and most prominent houses in New York engaged in this line is that of F. & J. Gerber, No. 207 Duane Street, between Washington and West Streets. This establishment was first founded some thirty years ago by Messrs. F. & J. Gerber, brothers, and carried on under their joint management up to 1884, when Mr. F. Gerber died and Mr. J. Gerber has since remained in the sole control, retaining, however, the original firm name. The premises utilized for the business comprise a building having four floors, each 25 x 100 feet in dimensions, and appointed with every convenience for the storage and handling of stock. Mr. Gerber deals at wholesale only and handles foreign and domestic cheese of every variety, making a leading specialty of Swiss, Limburg and Sapsago cheese. He is a direct importer, deals in only the choicest goods, and at all times carries on hand a very large, superior stock. The trade supplied is extensive, influential and permanent, and reaches to all parts of the United States. Orders are given immediate attention and the lowest prices are always quoted by this reliable house. Mr. Gerber, though a native of Switzerland, has resided in the United States the past forty years. Liberality and a system of fair dealing have ever characterized his transactions and the success which has attended his establishment has been as well earned as it is richly merited.

**PARKER, STEARNS & MACKINTOSH**, Steam Book and Job Printers, No. 104 Fulton Street.—For superior quality of work in their particular line or the promptness and reliability with which all orders are filled, no one, doing a like business in this part of the city enjoys a more enviable reputation than do Parker, Stearns & Mackintosh, the well-known steam job printers at No. 104 Fulton Street. W. E. Mackintosh was born in Scotland and has the same industry, thorough going ways and sterling qualities which characterize the people of his nationality; T. P. Stearns, the senior member of the firm, is a native New Yorker, has the "git thar" stroke peculiar to Americans, and like his partner, is thoroughly conversant with every branch and detail of the business in which they are engaged. Both men are hustlers and both bent on sustaining the high standing which they have attained since the establishment of their business, which is comparatively young yet exceedingly prosperous. They occupy a space 30 x 80 feet on the first floor, with first-class equipments, the entire place having an unmistakable air of business and enterprise well directed. Seven first-class men assist in the work of the establishment and everything in the line of printing, from a business card or circular to an extended brief or book is done in the most expeditious, satisfactory and accurate manner. The firm has \$5,000 worth of first-class machinery, which is run by steam-power, a fine assortment of new and modern type, all approved equipments and everything else necessary in turning out the superior class of work which they do.



**BECKETT & BRADFORD**, Account Book Manufacturers and Paper Rulers, Nos. 35 and 37 Vesey Street and No. 64 Church Street.—A firm whose trading title would be found high up on the list of those engaged in blank book manufacturing, if such a list were made with the names arranged according to merit, stability and the extent of their operations, is that known as Beckett & Bradford, whose extensive premises are located at Nos. 35 and 37 Vesey Street. The date of its establishment was the year 1872, the proprietorship then being vested in Mr. James Beckett and Mr. Richard J. Bradford. After the death of Mr. Bradford, which occurred in 1887, Mr. Beckett called to his assistance Mr. Walter M. Walters as manager, with Theodore F. Gisburne and Edward Cardwell as foremen. The executive skill of this combination enabled him to keep a firm and intelligent grasp upon its large and still extending operations. Large as the business is the premises occupied afford it ample scope, consisting as they do of three floors, 50 x 100 feet in area, and an additional wing 25 x 75 feet in measurement. These are provided with all the latest machinery and devices, designed to make skilled labor in machine ruling, numbering, perforating, and blank book manufacturing most effective, and as steam-power is freely used, the staff of sixty employees is to all intents and purposes many times multiplied. In scope the business is all embracing, everything proper to its line being freely undertaken and accomplished in a manner doing the fullest credit to present-day styles of work in the trade, and giving the most complete satisfaction to the manufacturing and mercantile houses who so largely patronize the establishment. Mr. Beckett still devotes his energies most untiringly to the business, and exercises the closest supervision to ensure only thoroughly neat and well-finished work leaving the house. Mr. Beckett is a middle aged gentleman of English birth, but has resided for no less than forty years in this city, and with Mr. Bradford was regarded as among the city's most prominent and successful manufacturers.

**CHAS. LEBIHAN & CO.**, Umbrellas of Every Description at Wholesale and Retail, Gold and Silver Mounted Walking Sticks, Etc., No. 1 A Barclay Street.—Although the umbrella and the Englishman, like the Englishman and his bath tub, are one and inseparable, at the same time it is believed that the origin of the umbrella may be traced to the French, who used them at least one hundred and fifty years ago. One of the most eminent Umbrella houses in New York is Chas. LeBihan & Co., of No. 1 A Barclay Street. The growth and importance of this notable house is of such importance as to make it necessary to include the history of the concern in this review as an evidence of the example of the fruits of enterprise. The house was originally established in 1885, in Sixth Avenue, their functions at that time being in the line of cigar dealers. They continued this trade until 1887, when they disposed of their plant and established a place of business under the title of the Eagle Umbrella Store. They developed a large trade in their line, but in 1890, May 1, the proprietors found it necessary to again change the name of the house, and it became known as Chas. LeBihan & Co. They are wholesale and retail dealers in Umbrellas of every description, including the finest grades of silk with gold and silver mounts. They also handle every style of gold and silver mounted walking sticks. But their specialty is a fine Gloria silk paragon frame umbrella with gold or silver handle, which they sell for \$1.64. They manufacture their own goods, including umbrellas and walking sticks, the size of their place being 30 x 90 feet, with a spacious factory in the rear. They employ a force of skilled salesmen and workmen, and have a very fine and attractive salesroom in the front part of the building, with a rich stock of goods. The house buy all of the necessary fixtures and put them together. Their umbrellas and walking sticks have the reputation for being the best in the market—all first-class goods. Mr. LeBihan is a native of Paris, and has been in the United States for the past seven years. He is a young man of enterprise and commendable energy, and a manufacturer and merchant who has gained the highest record for commercial probity and loyalty to the law of truth.

**MOESSNER & FLINTOFF**, Artists', Designers' and Illustrators' Pen Drawing for Photo-Engraving, Nos. 320 to 324 Broadway, Uptown Office No. 757 Broadway, Corner Eighth Street.—In making suitable reference to the house of Messrs. Moessner & Flintoff, we introduce to our readers a firm of artist-designers of wide celebrity, ranking first in quality and second to few in the volume of production. This firm occupy eligible quarters at Nos. 320 to 324 Broadway, with an uptown office at No. 757 Broadway, corner of Eighth Street. They are artists, designers and illustrators for books, newspapers, magazines, etc., executing pen drawings for photo-engraving, and stand at the head of their profession in this city. Their patronage is local, suburban and country-wide, ever enlarging, and deservedly increasing in volume and importance. The work of an illustrator has become an art requiring originality of conception, natural talent with technical training, patient endeavor and assiduous and intelligent application, coupled with the very acme of expert workmanship, to secure an artistic totality of admirable and enduring qualities. To fully meet these essential requisites, the efforts of this firm are unremitting. They give steady employment to some twenty skilled and expert assistants, while every design is under their personal supervision, requiring no further guaranty. The fullest extent of artistic possibility has signaled their many productions. Their well-tested merits, marked appreciation by a critical public here and elsewhere is their best recommendation, their only needed endorsement, many of the illustrations in this publication being of their production. Their work is in constant and influential demand in all parts of the United States and Canada, and their talents, taste and judgment are everywhere recognized in the beauty, originality and appropriateness of their designs. An energetic application of their resources to excel in the various departments of their work, to keep pace with the growing demands and refinements of the times, year in and year out, will be the earnest endeavor of this eminently progressive firm. The co-partners, Messrs. Thomas F. Moessner and Philip E. Flintoff, are both practical and experienced masters of their art in all its branches. Mr. Moessner is a native New Yorker, and has been engaged in this business for the past fifteen years. Mr. Flintoff was born in England, coming to this city in 1873, and has had an experience of ten years in this line. These gentlemen combined their interests in the present firm in 1890 and are recognized in the craft as artists of brilliant promise.

**EMPIRE SHOE CO.**, Manufacturers of all Kinds of Men's Fine Hand-sewed Shoes, No. 55 Vesey Street, Near Church Street.—So much time and attention are now directed to the boot and the shoe, in the hope of settling satisfactorily what is the best and most comfortable make and style, that it should be of value to business men generally to have pointed out the reliable house of the Empire Shoe Co., manufacturers of men's fine hand-sewn boots and shoes, located at No. 55 Vesey Street. This business was established by the present proprietor Mr. John I. Green, in 1885, and so excellent are the lines on which it is conducted that it has, in less than six years, sprung from comparative insignificance to a leading position in the trade, with influential boot and shoe establishments, jobbers, dealers and others among its patronage, which extend all over the city and throughout the southern states. In these days, when the majority of shoes, even of the better makes, are machine-sewn, it is considered by most men quite a luxury to get a really good shoe that is hand-sewn throughout; by reason of the extra comfort and durability that is derived. It is probable that this preference, added to the fact that The Empire Shoe Company's material and workmanship are always of the best, is the direct cause of their great success; for each year, there is a greater demand for their goods, among the better class of patrons. The premises at No. 55 Vesey Street, consist of a fine floor measuring 30 x 80 feet, fitted up as a salesroom and workshop; the latter contains all the latest tools and appliances necessary to the successful conduct of their business, and gives accommodation to twelve experienced helpers, all picked by Mr. Green from New York's best shoemakers, with a view to sustain the character of the high class work turned out. The business, which is strictly wholesale, necessitates the steady employment of four traveling salesmen, to submit to customers the novelties in material and style as they appear, and to receive their regular commands for boots, shoes, slippers, etc. Mr. Green, the sole proprietor, is a native of Massachusetts. He is widely known and very popular in society, being a member of several well known institutions, among others that of the Independent Order of Odd Fellows. By sending a postal card they will have a salesman call on you at any time and at any place with a full line of samples of latest styles.

**THE CONNECTICUT MUTUAL LIFE INSURANCE COMPANY** of Hartford, Conn., Philip S. Miller, General Agent, No. 1 Wall Street, corner Broadway.—The Connecticut Mutual Life Insurance Company of Hartford, Conn., has been for a period of forty-five years an important factor in the education of the people of every community in habits of economy, prudence, and provident thrift. It is represented in this city by Mr. Philip S. Miller as general agent for New York City, New Jersey, Staten Island, and Long Island, with headquarters at No. 1 Wall Street, corner of Broadway. This gentleman has had an experience of fourteen years in the life insurance business, and accepted his present position in 1877. The Connecticut Mutual Life offers its policies as a perfect protection to the family. Its calculations are based on the assumption of earning only three per cent. interest, instead of four or four and one-half per cent., as is assumed by all other companies. Its policies will, therefore, be protected by a larger reserve than is held by any other company. It selects risks with great care, and has a low rate of mortality. Its investments are of the safest character, and its economy of management is not surpassed, if equaled. It has no stockholders. Every dollar of saving or profit belongs solely to the policy holders, and goes to increase the value of their policies, or to reduce the cost of their insurance. Each policy has attached a table of values, and the accumulation of surplus stated each year. The actual value of the policy is increasing each year by the increase of reserve, and the addition of any surplus earned and credited, and remains always available at the period stated. The company had in force, Dec. 31, 1880, 64,147 policies, insuring \$153,234,742.00. Its assets on that day were \$58,747,707.44; with a surplus by the Company's standard of \$3,572,000.19; surplus by legal standard (4 per cent.), \$6,150,000.00. The new limited life premium policies of the Connecticut Mutual have become widely popular as an absolute protection and a safe investment. Mr. Miller, the general agent, is a native New Yorker, and an expert and reliable life underwriter.

**JOHN W. CRAWFORD**, Steam-Power Gunning, Label and Card Cutting, Punching, Eyeletting, Etc., No. 59 Beekman Street.—This establishment is the very oldest and foremost concern of the kind in this city, the quarters occupied as shop, etc., comprise the whole of a 25 x 150 feet (fourth floor), and are equipped with ample steam-power and the latest improved machinery, appliances and appurtenances for the various branches, while twenty or more experienced hands are employed here. The facilities are of a very superior character, and upward of 7,000,000 labels can be turned out daily, fancy label die cutting being a leading specialty, and all orders are executed in the most expeditious and trustworthy manner, the proprietor exercising immediate supervision over every detail. Estimates are furnished on all classes of work in the line above indicated, and perfect satisfaction is guaranteed, particular attention being given to gunning, varnishing, punching, eyeletting and finishing for printers and lithographers. All work turned out for the trade in this reliable concern is warranted to be first-class, while the prices prevailing are invariably the lowest consistent figures. This prosperous business was started in 1859 by Wm. Sheppard, who conducted the same up to about five years ago, when the present proprietor assumed sole control. Mr. Crawford is a native of Ireland, but has resided in this country since youth. He is a man of practical skill and thorough experience, and prior to assuming sole control here had been manager for Mr. Sheppard, his predecessor, for quite some time, being connected with the establishment altogether about twenty years.

**THOMAS MCKAY**, English and French Bootmaker, No. 28 Broad Street.—The whole of the goods which emanate from the reliable establishment of Mr. Thomas McKay, English and French bootmaker, located in this city at No. 28 Broad Street, cannot but be described as of the highest grade or quality and workmanship; and the trade which attaches to the house is in strict accordance with the excellent custom work executed, including as it does a large section of the elite of New York society, and some of the best families and commercial gentlemen in and around the great metropolis. The business owes its inception in 1873 to Mr. Thomas McKay, a practical boot maker of forty years' experience, and whose father was a bootmaker before him; and in addition to the finest custom boot and shoe making, a general repairing is undertaken and executed with the greatest neatness. A specialty is made of gentlemen's and ladies' riding boots, and at the well appointed store at the address named, 20 x 50 feet in area, a large stock of boots, shoes, dress and patent leather gaiters, imported blackings and patent leather varnishes is always carried; prices ranging from ten dollars upwards for shoes and twenty-two and twenty-five dollars and up for boots; and a staff of eighteen duly qualified assistants being regularly employed on the spot. The able and experienced proprietor, Mr. Thomas McKay, is a native of North Ireland, and has resided in this city for the past twenty years.

**MARCY STOVE REPAIR CO.**, Manufacturers of Stove, Range and Heater Repairs, and Fire Brick Linings, Nos. 63 and 65 Beekman Street.—This company have been in successful operation since 1885. They are extensive manufacturers of stove, range and heater repairs, including fittings for any stove or range made; also fire brick linings, and operate a foundry at Nos. 157 to 167 Mulay Street, Brooklyn, where they give steady employment to sixty skilled hands. The output embraces grates, doors, lids, etc., which are turned out in large quantities, and are of a quality which commends them at once to the confidence and patronage of critical and discriminating buyers. The greatest care and skill are brought to bear in all the various processes of manufacture to improve the efficiency of the goods and cheapen the cost of production, and as a result the company are in a position to challenge comparison as to quality and defy competition as to price. A splendid stock is kept on hand in this city, and orders by telephone, "1888 Cortlandt," by telegraph or mail, receive prompt and careful attention, and shipments are daily made to all parts of the country. The proprietors are Messrs. J. Caesar, O. Denis and A. E. Hauser, the former a native of Germany, the two latter of New York, and all gentlemen of the highest repute and standing.

**BROOKLYN BRIDGE FREEZING & COLD STORAGE CO.**, Franklin Square.—The cold storage business is essentially a modern institution, of quite recent origin, but the system has become so indispensable to several very important commercial interests that it is a matter of wonder how they ever managed to exist without it. Dealers in provisions of a perishable nature, fruits, etc., would find it extremely difficult to carry on business at the present day, if deprived of the conveniences afforded by cold storage warehouses. The merchants in such commodities have ample facilities in this line extended to them by the Brooklyn Bridge Freezing & Cold Storage Co., whose establishment is located in Franklin Square, occupying two of the bridge arches, each 40 x 75 feet in area, each with six floors. The equipment comprises two pontifex and wood absorption machines for cooling the brine, and about fifteen miles of pipe through which the cooling fluid is conveyed. The working force consists of from fifteen to twenty men. The arrangements are of the most complete description for the freezing of fish and meats, game, etc., and the preservation of fruits, vegetables and other articles requiring but a moderately low temperature. The space devoted to storage is adequate to the reception of a large quantity of merchandise, and the company make advances in money upon goods stored. The business of the concern is principally local, and of sufficient magnitude to call for the full receptive capacity of their establishment. The company is incorporated under the laws of the state of New York, with the following named officers: Thomas McLean, president; John B. Stewart, vice-president; Wm. Fellows Morgan, secretary and treasurer. Mr. McLean is a native of Connecticut; Messrs. Stewart and Morgan were born in New York state.

**I**. E. HIRSH, "Nicoline," Nos. 265 and 267 Canal Street.—The gentleman whose name heads the present sketch has been established in business since 1880, and during the eleven years' interim has enjoyed a uniformly prosperous career. He is a direct importer of "Nicoline," a distinctly meritorious compound for the purposes intended, and is also selling agent for Jacquot & Co.'s celebrated French blacking, conceded to be the most perfect, effective and altogether superior preparation of the kind on the market. He makes leading specialties of the widely known and justly famed preparations above noted, handling some other lines besides, and, altogether, his trade, which extends throughout the entire country, is large and active. Mr. Hirsh was born in Germany, but has resided in America for over forty years, having lived in the south for quite some time prior to the "late unpleasantness," which left him with thousands of others, who staked their lives and fortunes on the "lost cause," utterly ruined. He is a gentleman of strict integrity, as well as of energy and business experience, and sustains an excellent reputation in commercial circles. Mr. Hirsh occupies the whole of a 50 x 110 floor as office and salesroom at Nos. 265 and 267 Canal Street, and carries on hand always a large stock, while several clerks and salesmen are employed. He handles large quantities of "Nicoline," which is a patented article, made by only a few concerns in Europe, and which is in widespread and rapidly growing demand by manufacturers of metal buttons, match boxes, tin toys and sheet metal novelties generally, owing to its brilliancy, durability and other features of merit. He is prepared to quote prices and terms on "Nicoline" and Jacquot & Co.'s French blacking, offering substantial inducements to the trade, and all orders receive immediate attention.

**W**. JACKSON'S SONS, Manufacturers and Importers of Grates, Open Fire Places, Fenders, Fire Irons, Andirons, Tiles, Etc., Office and Showroom No. 246 Front Street, Factory, No. 268 Water Street.—This is the very oldest and foremost house of the kind in the country, and for more than sixty-four years has been a distinct factor in the line indicated. The productions of this widely known establishment have always been noted for beauty of design, excellence of workmanship and elegance of finish, being not, in fact, surpassed in any single feature of merit by any similar articles on the market; and of the superiority thereof, certainly no more unflinching criterion could be adduced than the immense sale these goods command throughout the civilized world. Besides an exceedingly large trade all over the United States, Canada and Mexico, the firm export extensively also to Central and South America, Australia, China and other countries, having shipped over two thousand grates to China alone within a short period, and, altogether, their total annual sales reach a handsome figure. The factory and premises occupy the whole of a big five-story building, equipped with ample steam-power, the latest improved machinery and general appurtenances, and upward of thirty-five to forty in help are employed. The quarters at No. 246 Front Street are spacious, commodious and excellently appointed, the display here being very attractive. An extensive and elegant assortment is constantly carried in stock, including a great variety of grates, in very pretty designs and beautiful workmanship, superb open fire places and accessories, exquisite fenders, fire shovels, tongs and kindred articles, artistic tiles, andirons, etc., etc., and all orders receive prompt attention. This flourishing enterprise had its inception in 1827, when the business was established by Wm. Jackson, the firm name subsequently becoming W. Jackson & Son, and as such was conducted up to 1887, when the present style was adopted. Messrs. J. L. and J. W. Jackson, the proprietors, are natives of this city and maintain an excellent standing in commercial circles.

**E**CKERT & CLARK, General Insurance Brokers, No. 137 Broadway.—This firm is deserving of special mention among the worthy business concerns of New York. In years its members are among the youngest insurance brokers in the city, J. A. Eckert having recently attained his majority and P. W. Clark being but twenty-two. In experience and knowledge of their business, however, these young gentlemen have the advantage of many who have attained to greater age. Mr. Eckert was formerly a trusted and competent clerk in the office of T. B. Nutting, Jr., and lately interested in the profits, and Mr. Clark was also a clerk in Mr. Nutting's employ and filled it with equal credit. Both thoroughly informed of the requisites necessary to a successful prosecution of the undertaking they had in view, formed a partnership and became a firm of insurance brokers on August 16, 1889. They met with deserved success from the outset, represent such sterling and well-known companies as the Continental, Guardian and Niagara, effect insurance in all of the most reliable companies at the lowest rates, and have a list of references that place their responsibility and business ability beyond any question. Both are natives of Brooklyn.

**W**M. OTIS MUNROE'S SON & CO., Practical Plumbers and Gas Fitters, No. 599 Sixth Avenue.—The plumbers' and gas fitters' occupation is of the most essential importance, and an ably conducted and responsible house devoted to this important trade in New York is that of Messrs. Wm. Otis Munroe's Son & Co. The individual members of this firm are Messrs. Wm. E. Munroe and Charles J. Mortimer, both young men and New Yorkers by birth and education. They were formerly in the old reliable plumbing house of Messrs. Loeke & Munroe. The latter was the father of Mr. Wm. E. Munroe, and was one of the most celebrated plumbers and sanitary engineers in the city. In consequence of his decease in 1886, the son formed a copartnership with Mr. Mortimer in 1887, resulting in the establishment of this enterprise, which from the start has maintained a most enviable reputation for first-class workmanship and honorable business methods. The premises occupied are spacious and commodious, and comprise a well appointed store with workshop, the latter being fully equipped with all necessary tools and machinery, while employment is given a full force of from five to ten skilled and experienced workmen, whose operations are conducted under the personal supervision of the proprietors. They are prepared to execute all orders for the plumbing, ventilating, heating and lighting of public buildings, factories, stores, residences, etc., at the shortest notice and at reasonable prices. They keep constantly on hand a full assortment of plumbers' and gas fitters' supplies and materials of the latest improved styles, which are furnished at manufacturers' prices. A specialty is sanitary plumbing, the fitting up of public water closets and fine marble work. Estimates are furnished, and contracts of any size are entered into and executed promptly, while satisfaction is always guaranteed.

**J**ACOBS & SOLOMON, Long Island Embroidering Co., Nos. 88 and 90 Walker Street.—The Long Island Embroidering Co., was founded by L. Greenbaum thirteen years ago, and at his decease was succeeded by H. Solomon, and after by Solomon & Son, and continued under their proprietorship until January 1, 1891, when Mr. H. Solomon retired in favor of Mr. H. Jacobs and Mrs. H. Solomon, represented by L. S. Greenbaum, the junior partner. A floor is occupied, which is 25 x 100 feet in size, and is provided with all machinery and appliances proper to the conduct of the business. The work of the house is exclusively to order for wholesalers and retailers, and the labors of the fifteen employees regularly engaged is carefully supervised by the principals. Mr. Jacobs is a native of Germany, and for many years a merchant at Elizabethtown, N. Y., and Mr. Greenbaum is a native of New York state. Both are long residents of the city, the former being a middle aged, and the latter a young man. Mr. Greenbaum is also the manufacturer of the Ideal Corn Holder, which is destined to supply a long felt want, as it obviates the necessity of the holding of ears of hot corn in the hand, thereby doing away with soiled hands and burned and smarting fingers, besides being much more refined and cleanly than the prevailing method of eating hot juicy corn. This luxury can be enjoyed at so trifling an expense, that no one need be without them, besides which they will be found to be a nice table ornament.

**PETER J. JOHNSON, Box-Wood, Etc., No. 46 Beekman Street.**—This enterprise was established by its present proprietor January, 1888, the character of its operations since materially widening, till the demands upon Mr. Johnson's time to-day necessitate the employment of fifteen skilled assistants to enable him to promptly execute the orders he is now securing. The premises occupied comprise a spacious and commodious loft, 25 x 75 feet in dimensions, equipped with adequate steam-power, and every convenience and appliance known to the trade. The business conducted relates to the preparation of box-wood, dog, maple and other blocks for engravers' use; also routing, blocking and mortising, and every description of metal work having a bearing on the engraving industry. Mr. Johnson is a native of Sweden, and has resided in the United States for the past ten years. He is a skilled exponent of his craft, guaranteeing his work as superior in every particular, and is thoroughly well deserving of the success he has achieved in his unique branch of industry.

**GEORGE B. RITCHIE & CO., Manufacturers of Curled Hair, Import and Export General Commission Merchants in Wool, Cattle Side Hair, Glue, Glue Stock, Oils, Etc., No. 57 Ferry Street.**—This popular firm do an extensive business as import and export commission merchants in wool, cattle side hair, oils, and a general line of kindred goods. The firm is composed of Mr. Geo. B. Ritchie, general partner, and Messrs. Jno. B. Cumming and H. W. Jones, special partners residing in London, England, and controlling the operations of the English department of the business. The factories of this large and prosperous concern are located at No. 63 Sixteenth Street, Brooklyn and at 1531 Street and Bergen Avenue, Harlem. Both these establishments are spacious, conveniently arranged and thoroughly well-equipped with steam-power and all modern appliances. A large number of skilled hands are constantly employed, and a heavy output is steadily maintained. A large loft is also utilized at No. 52 Ferry Street, for the storage of curled hair, and a large stock is carried to meet any demand. The office at No. 57 Ferry Street has a capacity of about 25 x 50 feet and a competent staff of assistants are engaged. A very high reputation attaches to the goods handled by this popular house, and the trade, which is both import and export, has long since reached a most substantial point. Mr. Geo. B. Ritchie established his business about seven or eight years ago. Mr. Ritchie is a native of Pennsylvania and has been an honored and respected resident of New York for the past twelve years. The firm has always borne the highest character.

**AUGUST GUGEL, Brass Foundry, No. 138 Wooster Street.**—The trade of the brass founder, like that of Mr. August Gugel, is of inestimable value to a large number of hardware manufacturers, and indirectly to the community at large; an innumerable quantity of household articles, both of utility and decoration, requisites for the building trade, for engineers and millwrights, and for many other purposes, emanating originally from the brass foundry, though they may be sent out as finished brass or bronze goods from other establishments. Indeed the particular foundry referred to not only lies at the root of an immense bulk of finished brass work, but has an initial hand in the production of spelter, britannia and white metal goods generally; the making of brass molds, used in the casting of such articles, being one of its great specialties; a department of brass foundry work which is rightly regarded as one of its higher branches, and one in which the firm distinctly excels. Mr. Gugel, who is a native of Kentucky, but has resided in this city for sixteen years, initiated his business at No. 119 Prince Street two years ago, but in consequence of the rapid development which grew out of the talented representation of the trade, removed to his present more commodious foundry about twelve months ago, where his five casting tubs and their accessories well utilized by as many expert molders and casters yield a very considerable daily output, and enable the proprietor to make fine brass and bronze castings at short notice in response to the brisk demands of the locality.

**JAMES C. HADDEN, Sole Agent for United States for English Linseed Oil, No. 250 Front Street.**—Mr. Hadden established the business he now operates fully a quarter of a century ago and has occupied his present premises about fifteen or sixteen years. He has been so long and so honorably known to the trade and public that his name is perfectly familiar in all parts of the country. Mr. Hadden does a large and influential trade in oils of every description and carries a heavy and splendid selected stock of sperm, whale, cod-neats-foot, tanner's and lubricating oils, lard and paints. A particular specialty in this establishment is the famous English linseed oil, for which Mr. Hadden is the sole agent for the United States. This fine oil is highly recommended and increasingly appreciated. It is claimed for it that it covers and spreads better than any other; that it dries quicker, and that it is cheaper and gives a better finish than any other article in the market. It is also warranted not to crack or peel. This oil has only recently been put before the American public and its sale is rapidly increasing. A very widely distributed trade has been built up in connection with this popular house. Mr. James C. Hadden is a native of the state of New York and occupies a high and most enviable position in the trade.

**FRANK L. HAMILTON, Mercantile Printer, No. 18 Spruce Street.**—The ably managed establishment of Mr. Frank L. Hamilton has, from the date of the inception of the business, in 1884, been accorded a measure of support that has constantly necessitated the increasing of its capacity. The premises consist of two upper floors, each 25 x 75 feet in amplitude, and at the present time these are provided with three modern high speed cylinder machines, and six jobbing presses, actuated by steam-power, and with a very full range of well-selected founts of type. These latter including the best recent productions of the type foundries, and embracing fancy ribbons and borders, plain and fancy rules, and a choice assortment of art printing accessories. General commercial work is the special feature of the house, and note and bill heads, memorandum and letter heads, business and visiting cards, programmes, pamphlets, and every kind of printing of a kindred nature has the best of representation at its hands, the twenty-five employees composing its staff being all men picked for their expertness at their craft. Mr. Frank L. Hamilton, who is still a young man, was born in this city, where he learned his trade, and has been making use of his acquirements with a steady application that has been thoroughly appreciated and well rewarded.

**CHARLES R. RUEGGGER, Au Bazar Français, Importer and Dealer in Hardware, Etc., Nos. 78 and 80 S. Fifth Avenue.**—Mr. Ruegger is a native of Switzerland, and a young man yet, having but attained the age of thirty-six. He was engaged in the manufacture of artificial flowers in the land of William Tell, and was employed in the same for a year after coming here, which he did sixteen years ago. In 1877, having by thrift acquired a small capital, he established business in a basement opposite his present address. He met with phenomenal success from the outset, and in the fall of 1878 his trade had grown to such proportions that he took possession of his present spacious quarters. Here he occupies a five-story and basement building, 25 x 70 feet in dimensions, and handsomely appointed throughout, while it is arranged in admirably systematic order. The first floor contains a splendid display of hardware, cutlery, tinware, china and glassware, lamps, stoves and ranges, while the upper floors are filled with an exhaustive assortment of furniture, bedding, carpets, oil cloth, and general house furnishings. Mr. Ruegger also occupies the adjoining store and basement, and they contain a bewildering display of toys, novelties, bric-a-brac, trunks, bags, and a thousand and one useful, fancy or ornamental articles. A leading specialty is made of table ware for hotels and restaurants, in which special inducements are offered to buyers. In the novelty department are French coffee biggins, French alcohol lamps, and the following, all of French manufacture: kitchen knives, table cutlery, pastry molds, vegetable cutters, coffee mills, larding needles, damiers, chess boards, casters, corkscrews, nut cracks, boîtes à musique, seltzer water machines (siphons) for family use, etc. A staff of active, polite clerks is employed, all customers are waited upon promptly, and the best of bargains are at all times obtainable at this model establishment.

**ERASMUS STERLING**, Importer of Hides and Skins, No. 95 Gold Street.—The house of Mr. Erasmus Sterling was founded in 1864, having under the experienced and markedly alert management, been brought into intimate and regular business relations with a large number of the buyers of such merchandise in all parts of the country. Importing hides and skins in great variety, and large aggregate bulk direct, the house also exercises the functions of the broker in such matters, and the feature that has brought it into such notable and lasting favor with leather manufacturers, curriers, manufacturers of leather goods, and others, is the precision as well as promptitude with which any commissions entrusted to it are accomplished. For the purposes of this business, a finely appointed office, 25 x 50 feet in size, is occupied. Mr. Sterling is well known in mercantile and social circles alike, and is a native of this state.

**P. H. HART**, Packer of Seed Leaf and Dealer in Havana Tobacco, No. 153 South Street.—Thirty-one years of able and honorable trading stands to the credit of the well-known and responsible firm of Mr. Ph. Hart, as a packer of seed leaf and dealer in Havana tobacco. Tobacco both of domestic and imported varieties are handled in choice grades on a large scale, by the case; and the stock carried upon the premises, on several lofts, 25 x 75 feet in size, is ever kept thoroughly well replenished. Two experienced traveling salesmen quarter all sections of the country, and the reliable merchandise they are able to offer at inside rates, as a result of the valuable affiliations which have grown up around the old house during its long career, eventuates in trade of huge total volume. Mr. Ph. Hart, who has the assistance of three well-trained clerks in his office, is a gentleman of German birth, who came to this country about forty years ago, and has gained success and prominence in this branch of mercantile industry.

**REYNOLDS & HUNTER**, Steel Plate Printers, No. 46 Beekman Street.—Devoting their whole energies and resources to fine steel and copper plate printing, the reliable firm of Messrs. Reynolds & Hunter have in a relatively short time succeeded in accruing a trade of large volume, which by far exceeds that of many similar houses of much longer standing. The business was established in 1888 by the present proprietors, Mr. W. H. Reynolds and Mr. T. J. Hunter, both of whom are expert artists in this line in the execution of all work undertaken. This consists entirely of the printing of pictures from steel and copper plates, and the premises, at the address noted above, consisting of a floor, 25 x 100 feet in dimensions, are replete with every appliance and device pertaining to this artistic industry. Of the two able proprietors, Mr. Reynolds is a native of England, and has resided in the United States for some forty years, while Mr. Hunter was born in Ireland, and reached this country about twelve years ago.

**OBERMAYER & LAYNG**, Manufacturing Jewelers, Nos. 14 and 16 Maiden Lane.—The members of this reliable firm are Messrs. C. Obermayer and G. R. Layng, both natives of this city and gentlemen of long, practical experience in the jewelry manufacturing trade, who started in business for themselves in 1888, and have already built up a fine connection, and their trade, which is steadily increasing, now amounts to over \$5,000 per annum. They make a specialty of diamond mounting and setting, and do jobbing of all kinds for the trade. Energetic, enterprising and reliable, no firm in the same line of business stands higher in the estimation of the trade than theirs.

**E. KUHE**, Importer and Exporter, No. 115 Worth Street.—The operations of this firm relate to the import and export of metals, but those in which it is principally engaged concern type metal, this being bought and sold on an extensive scale on an independent basis, and still more largely upon commission for prominent concerns in various parts of the country. Mr. Kuhe took over the sole proprietary control of the business in 1889, but it had then been in existence for eighteen years, and had become recognized as a leading concern of its kind, it having been founded by Mr. James Fraser in 1871. Mr. Kuhe is a young man of German birth, who is not only sustaining the prestige of the house, but augmenting its trade.

**BARTHOLOMEW & PECKHAM**, Photo-Chemical Engraving, No. 18 Spruce Street.—The progressive house of Bartholomew & Peckham made photo-chemical engraving its specialty upon the inception of its business in 1887. For the photo-chemical method of engraving, the claim is made that it is "a superior process adapted to all kinds of engraving," and this is clearly substantiated by the large stock of artistic samples of color printing produced by this process of relief plates, the merits of these finding corroboration in the work supplied in bulk. That its success has been a very real, and has become a lasting one is evidenced by the fact that it has three upper floors, each 25 x 75 feet in size, devoted to its business, these being equipped with steam-driven machinery and provided with all accessories incidental to the trade, with the result that work is produced in the best style at relatively low prices, this being further promoted by the employment of fifteen thoroughly well-trained and expert workmen. Mr. W. H. Bartholomew, and Mr. Henry M. Peckham, are both natives of this state, and are known in all parts of the country. Their specialty in the advanced stages of photo-engraving is "Tintogravure," a half tone process etched on copper, they being the only house in New York state that do this class of work direct on copper plates. This work is for fine book and periodical illustrations, such as Harper's, Century, Scribner's, Cosmopolitan, whom the firm have among their patrons. This work is mounted on wood ready for press, can be printed with type matter, etc.

**MEYER & KESSLER**, Steam Book and Job Printers, No. 91 Cliff Street.—The old established printing office of Messrs. Meyer & Kessler, founded as long ago as the year 1867, by its present proprietors, is one to which an influential connection attaches for book and general mercantile printing; the firm having an important branch at No. 163 Bay Street, Stapleton, Staten Island, where is printed the "Staten Island Post," a valued journal of which Messrs. Meyer & Kessler are the proprietors. The office on Cliff Street is 20 x 40 feet in size, is provided with a large high-speed cylinder machine and three improved jobbing presses actuated by steam-power, and a full range of type in excellent order. A staff of eight thoroughly competent printers is engaged, and the principals, who are themselves thoroughly practical and accomplished printers, give their close personal attention sedulously to the supervision of affairs, and turn out only such work as is really creditable to the establishment. Both Mr. H. Meyer and Mr. H. Kessler are gentlemen of German birth but have resided for thirty-six and twenty years respectively in this country.

**J. ROSSELLI**, House, Sign and Fresco Painter, Graining and Paper Hanging, No. 155 Wooster Street.—It is a pleasure as well as a duty to give conspicuous notice to a firm like J. Rosselli, which as house, sign, and fresco painter, not only does good, conscientious, and reliable work from a purely utilitarian point of view, but from that also of the artist, earns high commendation for the taste displayed in the pleasing blending of colors, tints, and shades, or in producing striking but harmonious contrasts, while in outline, landscape, conventional, and other branches of the art it has shown equal expertness. This business was established ten years ago at No. 178 Wooster Street. Steady employment is given to sixteen artisans whose work is in all cases performed under the immediate direction of the principal. The premises occupied are 25 x 60 feet in measurement; a large stock of general painters' supplies being there carried, and specially heavy lines of choice wall papers, inclusive of dados, borderings, center pieces, etc. Mr. Rosselli is of Swiss birth and came to this country seventeen years ago.

**SCHAEFER & EBLE**, Bookbinders, No. 24 Beekman Street.—A New York house engaged in this line which is widely and favorably known to the trade is that of Messrs. Schaefer & Eble. The business of this concern was assumed by Messrs. Bernhard J. Schaefer and Albert Eble in 1890, who met with substantial recognition from the first and have since developed a very extensive trade. The premises occupied have an area of 20 x 80 feet, and are fitted up in the most approved manner with all the latest machinery and appliances, constant employment being provided a force of from eight to ten skilled and experienced operatives. The scope of work transacted covers the binding of blank books, magazines, school and library books, portfolios, pads and pamphlets, likewise job and edition work. Estimates are furnished on application, and the largest contracts completed with promptitude, while in the matter of prices the house can fully compete with those of any contemporary concern in the metropolis. The business was established over thirty-five years ago by Mr. Louis Hirt and succeeded by Mr. Bernhard Schaefer, who conducted it alone for six years and in 1890 admitted into partnership Mr. Eble.

**P. H. COLLINS**, Manufacturer of Horse Collars, No. 10 Peck Slip.—Among the active and enterprising merchants of this portion of the city is Mr. P. H. Collins, who established this business in 1878. His premises comprise a spacious and commodious upper floor, 25 x 75 feet in dimensions, at No. 10 Peck Slip, where steady employment is furnished to three capable hands. Mr. Collins' business is of a special and most important character. He is a manufacturer of horse collars, and in this respect commands a trade that is gathered from all parts of the United States. It is principally order work—a full stock of all grades of collars being carried—and horse collars of every description, in the rough and in the finished state, are manufactured with great despatch from the best material and in the highest style of workmanship. By his energy and adaptability to circumstances Mr. Collins has developed and retained this prosperous trade for his house, and during all his long business career has gained the esteem and respect, as well as the confidence of all who have had dealings with him. Mr. Collins is a native of Ireland, and has lived in the United States since 1857.



VIEW FROM 33D STREET "L" STATION LOOKING SOUTH.

**JOHN W. RUSSELL**, Commission Timber Dealer, No. 200 Broadway.—One of the old time-honored and representative city commission timber dealers is the gentleman whose name appears in the caption of this sketch. It is now thirty-one years since Mr. Russell first began business as a commission dealer in all kinds of timber, and few men are to-day so widely and favorably known in the trade. Mr. Russell has offices at the above address and possesses unrivaled facilities for promptly and satisfactorily transacting any business in his line. Through an extensive and valuable connection with timber manufacturers, he is enabled to fill all orders for timber for whatever purpose it may be desired. His upright, honorable business methods have won for him the substantial regard of a trade reaching pretty much all over the country, and he is generally respected as one of the leading and most enterprising merchants in his line. Mr. Russell is a native of Newton Falls, Massachusetts.



**OTTO HANN & BRO.**, Manufacturers and Importers of Glycerine, Dye-Stuffs and Chemicals, No. 268 Water Street.—The trade in glycerine, dye-stuffs and chemicals has greatly increased in volume during the past generation. The very eminent and responsible firm now known as Otto Hann & Bro., has not only been closely identified with the business during the whole of the time named, but has been one of the leading firms engaged in its manufacture, importation and supply. The business was founded in the year 1862 by Louis Pokorny, to whom Mr. Otto Hann succeeded in 1878. The latter was joined by his brother in 1891, when the present trading title was adopted. Scientific methods have been adopted in manufacture, foreign products being procured direct from the most reliable of European houses, and the mercantile department being organized and directed in the same active manner. In this connection it may be remarked that the two experienced traveling salesmen, representing its interests in all parts of the country, in all sections of which it is favorably known and liberally patronized, are well versed in the qualities of the merchandise they handle, and generally informed as to the exact purpose to which each kind and grade is adapted. At the address named, the firm has a store 25 x 100 feet in size, very heavily stocked in each line, and the principals are here assisted by a staff of eight competent employees. The Messrs. Hann are both natives of Austria but they have resided in this country for thirty years.

**SCHNARR & DELIUS**, Manufacturers' Agents, No. 115 Worth Street.—Messrs. Schnarr & Delius, manufacturers' agents, represent many industrial and merchant houses in England and Germany. The house was founded eight years ago by its present talented principals, and it now handles nearly every description of dry goods, hosiery, upholstery goods, etc., its trade being with jobbers in all parts of the Union. The enterprising houses represented place it in a position to offer exceptional inducements, to business and this has year by year added to its connection, until there are now few leading commercial centers in which it has not regular customers. The partners are Mr. L. Schnarr and Mr. H. W. Delius, both of German birth, who have won general personal respect as well as business prosperity.

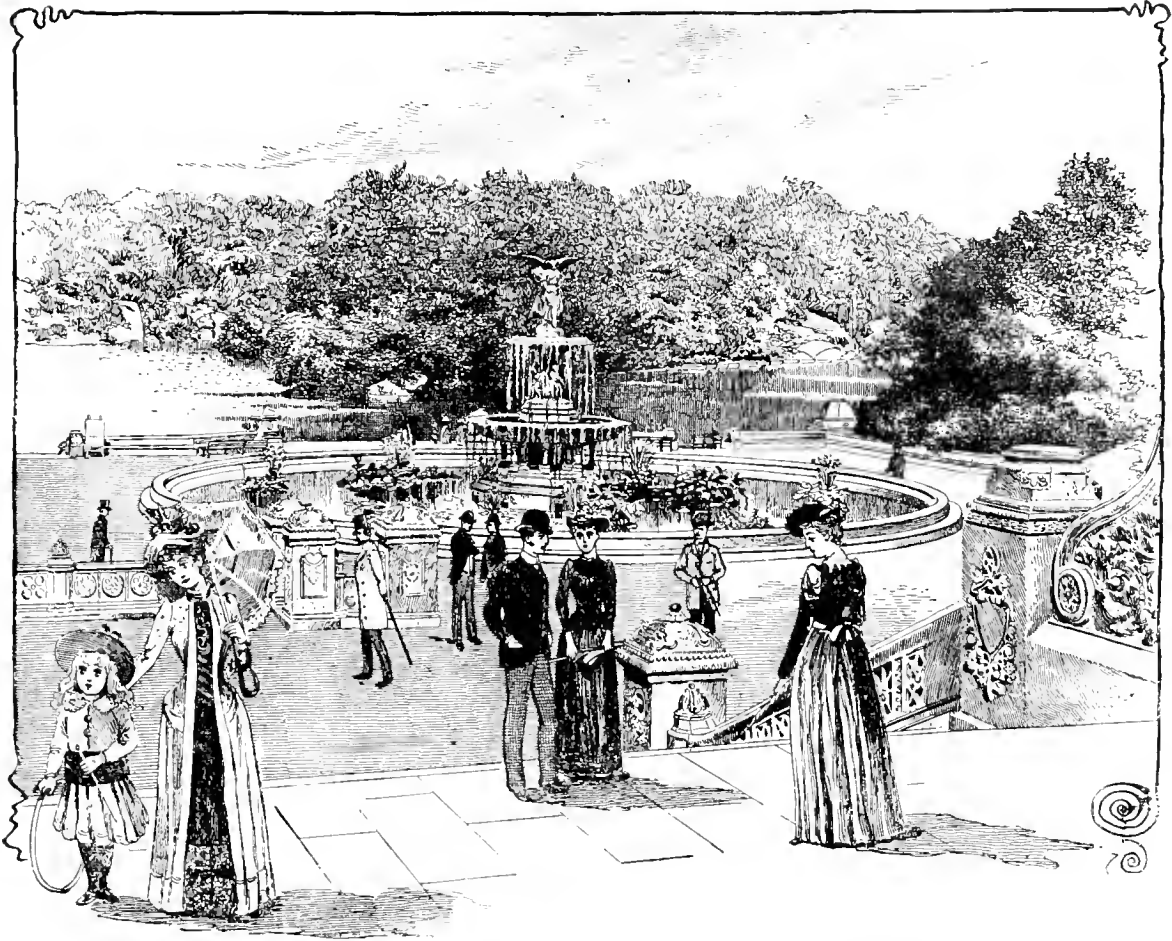
**J. B. LAURENCOT**, Importer of Watch Glasses, Optical and Fancy Goods, Mathematical Instruments, French Clocks, Musical Boxes, Etc., No. 33 Maiden Lane.—Mr. Laurencot established his business in 1869 and through the superior quality of goods as well as his honorable business methods, has been in command of a large and lucrative trade that has grown apace through the years succeeding. In every line which he imports and handles, Mr. Laurencot has made it an unvaried rule to handle only the best goods made, and to sell them at the lowest prices compatible with carrying out this system. The inevitable reward of such a course has come in the best class of trade and a universal confidence in the house thus conducted. Jewelers, opticians, mathematicians and musicians are assured that every purchase made of this house is as represented and that its goods are selected by one who is not only master of his business but chooses to exercise that knowledge, in giving them the best that the markets of the world afford. His New York store is a model of business-like system and arrangement. The average stock carried has a value of \$50,000, and his special lines of watch glasses and fancy goods cannot be surpassed. Mr. Laurencot is a fine example of what New York can produce in the way of business men, as he was born in the city. He has a good corps of assistants and several men on the road.

**A. P. JOHNSON & CO.**, Preparers of Box-wood, Maple and Mahogany for Engravers' Use, No. 26 Beekman Street.—On the best authority it is stated that there are only five houses in New York City engaged as preparers of box-wood, etc., for engravers' use, and of these a prominent position is occupied by the responsible firm of Messrs. A. P. Johnson & Co. This enterprise was established by the present proprietors, Mr. A. P. Johnson and Mr. L. P. Carlson, in 1873, and in addition to the preparation of box-wood, maple, and mahogany for engravers' use, the blocking of the electro, stereo and metal plates is undertaken, and engravers' jobbing work executed in the best possible manner. For these several purposes premises are maintained at the address noted, consisting of a workshop, 24 x 60 feet in area, being fitted and furnished with a complete equipment of machines, tools and accessories pertaining to the trade, steam-power being the motive force employed and eight skilled workers regularly engaged. This flourishing business reaches to all parts of the United States. Mr. Johnson and Mr. Carlson are both natives of Sweden, and have resided in this country for twenty-five and sixteen years, respectively.

**JOSEPH R. E. MOORE**, Hide Broker, No. 75 Gold Street.—Mr. Joseph R. E. Moore, the well-known and highly successful broker in hides, at No. 75 Gold Street, has been actively identified with the business interests of this community for the past twenty-six years, commencing this enterprise in 1865. He is what is known as a broker or commission agent in hides of every description, and makes it a chief feature of his business to supply tanners and shoe manufacturers and others directly interested with the best product in the market. Rough hides are the great specialty of the house, and hemlock and oak-tanned leather are extensively handled. Mr. Moore's facilities for obtaining the best grade of hides at the lowest market prices are of the best possible character, and this fact is no more thoroughly appreciated than by his extensive circle of patrons, who are distributed all over the United States. He buys and sells on commission only and does not make any special effort to gather and retain a standing stock of goods. Mr. Moore was born in this city, and is a gentleman in the prime of active and vigorous manhood.

**ALBERT WETZLER'S SONS**, Oak, Union and Hemlock Sole Leather, Etc., No. 33 Ferry Street.—The time-honored house of Albert Wetzler's Sons is conspicuous for the enterprising and progressive spirit in which its business is conducted, the enterprise which induced the house in its early days to become the first in the city exporting leather to England, finding its counterpart to-day in the general conduct of affairs. The business had its inception in 1850 at the hands of Mr. Albert Wetzler, who initiated it at No. 90 Gold Street, where it was conducted for twenty-five years, being thence removed to its present address where a building of five stories, with a superficial area of 6250 feet is occupied. In 1886 the founder died and then it was that the two sons, Mr. Louis and Mr. Sigmund Wetzler succeeded to the proprietorship. The firm handles oak, union and hemlock sole leather, high grade scoured oak backs, flexible inner soles and welt leather, shoulders, bellies and heads and all kinds of leather remnants, a huge stock of each kind being carried on its spacious premises. The business extends to all parts of the United States, besides conducting a heavy export business; this having grown up in response to the exceptionally advantageous terms on which the house is able to offer the various kinds of leather which its large resources enable it to procure at inside market rates. Both Mr. Louis and Mr. Sigmund Wetzler are natives of this state and their business ability is shown in the management of this famous old business.

**AUGUST HOFMANN**, Manufacturing Jeweler, No. 42 John Street, Room No. 6.—Occupying a prominent place among the manufacturing jewelers of this city is the establishment of Mr. August Hofmann at the above address, which although only in operation for three years is already the scene of a flourishing trade. Mr. Hofmann, who is a German by birth, came to the United States sixteen years ago and went to work at his trade of jeweler. In 1887 he decided to embark in business on his own account and fitted up a well-equipped workshop at No. 42 John Street. Mr. Hofmann is a skillful mechanic and a thorough master of the jewelry trade. Orders poured in rapidly and so much satisfaction was given by the manner in which they were executed that the business grew apace until now Mr. Hofmann has a large trade. Mr. Hofmann is more than a mere mechanic—he is an artist, a fact which is attested to by the many beautiful designs in jewelry which he has produced. He also gives prompt attention to orders for repairing in all its branches. Mr. Hofmann is a young man who is bound to succeed in this important industry.



CENTRAL PARK—THE FOUNTAIN.

**A.** W. LEWIS, Accountant, Kemble Building, Room No. 45, No. 25 Whitehall Street.—A firm well worthy of prominent mention in this work, is that of Mr. A. W. Lewis, who inaugurated this business in 1885, as an accountant, auditor, etc., and practiced with great success; increasing the list of his clients every succeeding year. In 1888, he initiated a new branch, viz., that of broker in metal, land and property in general, and in this line he met with as liberal a share of patronage as had been accorded to him as an accountant; his connections under both heads, embracing some of the best and most responsible houses in the city. He also undertakes the disposal of mines, blast furnaces, iron-ore fields, etc., obtaining the fairest prices for his clients and arranging the transactions to general satisfaction. As an accountant, the firm undertakes the auditing of books, the preparation of balance sheets, financial statements, etc., the adjustment of partnerships and all kindred matters, of commercial accounting. The offices are well appointed, and are furnished with books of reference, records, and every other convenience for facilitating the transaction of the large volume of business done. As an accountant, the firm has a reputation in business circles for accuracy, promptness and expedition. Mr. Lewis was born in Oswego County, New York, and for the past forty years has lived in New York and Brooklyn.

**T.** HENRY LOHSEN, Dealer in Fine Groceries, Wines, Liquors, Etc., No. 636 Sixth Avenue.—A house which has enjoyed a rapidly increasing business from the date of its establishment is the ably conducted house of Mr. T. Henry Lohsen. Mr. Lohsen is a native of Germany, of about middle age, and has been a resident of this city since 1873. Having a wide range of experience in this special branch of trade he inaugurated this enterprise on his own responsibility in 1880, which at once became the center of a very large, first class patronage. His store is fitted up with every convenience for the successful prosecution of the trade. The stock carried is comprehensive, being replenished daily with fresh invoices from the most reliable sources of supply, and embracing the very purest of choice, new-crop Oolong, Young Hyson, Souchong, Gunpowder, Imperial, Japan, English breakfast and other teas, fragrant Mocha, Java, and South American coffees, select brands of hermetically sealed goods in tin and glass, table delicacies, sauces, relishes, condiments, foreign and domestic fruits, high-class farinaceous goods, family flour, prime dairy and fancy creamery butter, foreign and domestic cheese, bakers' and laundry supplies, and fine groceries in general. He also carries a choice and carefully selected stock of foreign and domestic wines, liquors, ales, beer, and cigars, which are unsurpassed in quality and unrivaled in flavor. All the goods sold here are noted for their superiority and low prices, and goods are delivered free of charge. Mr. Lohsen is a pleasant, agreeable gentleman, enterprising and honorable, and justly merits the success he has achieved by his ability and industry.

**R.** B. SHIMER & CO., Produce Commission Merchants, No. 8 Erie Buildings, Corner Reade and Washington Streets.—The firm of R. B. Shimer & Co., whose head has been prominently identified with the produce commission business in this city since 1859, and was a member of the firm of Shimer & Laing for twelve years, was founded in April, 1889, under its present title. To all intents and purposes the business remains the same, and it has been located in its present eligible premises at No. 8 Erie Buildings, at the corner of Reade and Washington Streets, for the past fourteen years. To producers and purchasers of general agricultural merchandise, and especially to those who are concerned in the purchase and sale of poultry and eggs, the house is very widely and favorably known. Large consignments are received by the establishment from Ohio, Indiana, Illinois, New York and New Jersey, and the commodious first floor and basement occupied for the purposes of the business are admirably arranged for the display and temporary storage of such produce in large bulk. They are moreover provided with every facility for the prompt handling of the goods dealt in, and a staff of eight employees are regularly engaged. Mr. Shimer is a member of the Produce Exchange, and is keen in taking advantage of market fluctuations in the interests of the firm's clients.

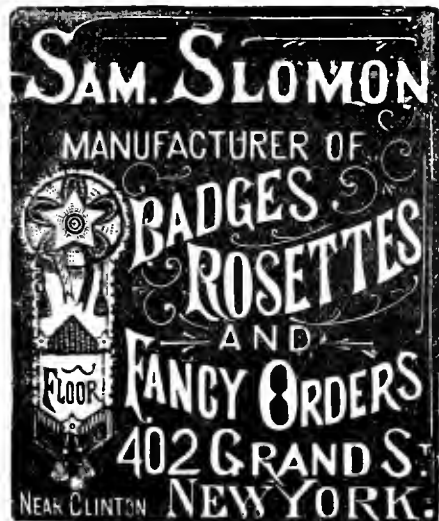
**E.** ASPINALL, Importer of Sanitary Earthenware, and Dealer in Plumbers' Supplies, Nos. 98 and 100 Beekman Street.—This gentleman has been established in this business here since 1860, and is especially prominent in trade circles as sole agent in the United States for Thomas W. Twyford, manufacturer of the English porcelain bath tubs, wash tubs, etc., including the "Crown" porcelain baths, "Crown" porcelain wash tubs, "Crown" porcelain sinks, etc., whose potteries at Staffordshire, England, are among the largest in the world. The "Crown" porcelain ware is unsurpassed by any other manufacture, having the finest form, color and glaze. They are, also, non-absorbent, cannot imbibe any impurity or convey infection, and can be made perfectly clean by wiping with a sponge. They are used by most of the crowned heads of Europe and in the principal hotels, asylums, hospitals and other institutions throughout Great Britain and the European continent. All earthenware handled by this house is of the best English manufacture and warranted not to craze. Mr. Aspinall is also sole agent for Aspinall's celebrated English enamels, manufactured by Aspinall, Aspinall & Co., of Peckham, London, England, for art furniture, wicker ware, wood, tables, chairs, metal, earthenware, glass, stucco, etc., for indoor and outdoor work. This firm have succeeded in producing also a special enamel for baths that will stand boiling water. For years past this has been attempted by many scientific men in the trade, but they have failed. This enamel is specially recommended, and being ready for use, any lady or gentleman can apply it. This is the only real enamel which stands boiling water. Mr. Aspinall is a native of England and has resided in this country since 1858. He is still in the prime of life, and enjoys a well-deserved reputation for strictly honorable, commercial dealings.

**F.** WESEL MANUFACTURING CO., Manufacturers and Dealers in all Kinds of Printers' Materials, No. 11 Spruce Street.—The F. Wesel Manufacturing Co., was established in 1880, and under the firm name of F. Wesel & Co., was conducted up to 1889, when the business was duly incorporated and the present style adopted, F. Wesel being the president and manager, and E. Stephany, secretary and treasurer. They occupy the whole of a commodious five-story building, equipped with ample steam-power and all the latest improved machinery and general appurtenances, and employ forty-five in help, besides several representatives on the road. They manufacture a distinctly superior class of brass rules, galleys, job sticks, steel composing sticks, proof presses, frames, wrought iron chases, make-up tables, stereotype chases, type washing and cooling apparatus, brass circles, furniture quoins, wrought iron case stands and kindred articles of every description, furnishing complete outfits for newspaper and job offices, and their productions command an immense sale throughout the United States. A vast and varied assortment is constantly carried in stock here, and embraces everything comprehended in printers' materials and supplies. Every article leaving the establishment is warranted as to workmanship and material, all goods sold being of the company's own manufacture.

**W.** S. GURNEE, JR. & CO., Bankers and Brokers, No. 80 Broadway.—One of the principal firms engaged as bankers and brokers in this city is that of W. S. Gurnee, Jr. & Co. The business of this widely known house was organized in 1868 by E. P. Scott & Co., and in 1874 the present owners came into control, the co-partners being Mr. W. S. Gurnee, Jr. and his brother, Mr. A. C. Gurnee. These gentlemen are natives of Chicago, and have resided in the metropolis since 1860. Their family was one of the most prominent in the Queen City, and their father, Mr. W. S. Gurnee, Sr., served at one time as mayor of Chicago. Mr. W. S. Gurnee, Jr., has been a member of the New York Stock Exchange since 1869, and is popularly known to his fellow associates of that institution. The firm possess every requisite facility for the transaction of business, and carry on active operations in the purchase and sale of stocks, bonds, and investment securities of all kinds, on margins or for cash. They have correspondents in the principal cities, and the latest market quotations are always available at their office, and all commissions entrusted to them are carried out in the most acceptable manner.

**W.** M. H. WARD & CO., Manufacturers and Importers of Linen Writing Papers, No. 68 Beekman Street.—Special reference is here made of the house of Wm. H. Ward & Co., whose New York house is situated at No. 68 Beekman Street, who also have a London house, while their factories are located in Belfast, Ireland. This house is an off-shoot of the world-famous establishment of Marcus Ward & Co., of London, which is the oldest, largest and finest in the world engaged in the production of linen writing papers. Mr. Wm. H. Ward is a son of Mr. Marcus Ward. He was the most active partner in developing the English and American branches of Marcus Ward & Co. In 1888 in company with Mr. R. Ward Carroll, grandson of Marcus Ward, the firm of Wm. H. Ward & Co., was organized, and the new house was not long in gaining a prestige as high as that which is attached to its progenitor. The premises occupied in this city comprise a four-story building 25 x 100 feet in dimensions, and admirably equipped with every convenience and all requisite appliances. The firm manufacture the finest linen writing papers possible for improved machinery, the best materials, practiced artisans, skill and science combined to produce, and carry at all times a stock sufficient to meet promptly orders of the greatest magnitude. The leading specialties are: genuine Irish linen papers, folding cabinets, papeteries and tablets. Mr. Ward is a native of Belfast, Ireland, and looks after the firm's interest in the old country. Mr. Carroll is a native of Belfast, but a long resident of New York, and is in charge of their establishment in this city.

**T.** W. LANGSTROTH, Manufacturer of and Dealer in Horse Clothing, Etc., No. 76 Beekman Street.—This old-established house, founded and conducted by Mr. T. W. Langstroth, is well worthy of particular notice. Mr. Langstroth is a manufacturer of and dealer in horse clothing of every class and description. The fine goods carried in stock includes a splendid assortment of linen sheets, blankets and hoods, fancy quarter blankets, elegant French gig and pad housings, riding saddle cloths, etc., and a special department is devoted to the execution of lettering and monograms, a branch of the business in which the greatest perfection of style and workmanship has been attained. Mr. T. W. Langstroth pays particular attention to the prompt execution of all orders entrusted to his care. The premises occupied for business have a capacity of about 25 x 100 feet, and are most convenient in their arrangement and fitting up. The trade done by this well-known house is very widely distributed, and embraces all sections of the country, the articles handled having long acquired the highest reputation for style, workmanship and general excellence. Mr. T. W. Langstroth is now about middle age. He is a native of New Jersey, and has been honorably identified with his present prosperous establishment for nearly twenty years.



This is not only one of the most popular but one of the oldest established houses of the kind in the city, Mr. Slomon having originally started in business in 1867 at No. 286 Second Street. Forced by the rapid growth of his trade to seek more commodious quarters, he removed in 1879 to his present eligible location. The premises occupied consist of a spacious and commodious store, 70 x 50 feet in dimensions, and admirably arranged for the inspection and display of goods. Mr. Slomon keeps constantly on hand and manufactures to order badges, rosettes, and society supplies of every description. A specialty is made of fancy dancing orders, in which branch Mr. Slomon has attained a wide celebrity. About a year ago he opened a branch establishment at No. 98 Myrtle Avenue, Brooklyn, where will be found a full line of all the goods for which he has obtained such an enviable reputation, and where all orders for manufacturing will receive prompt attention. Mr. Slomon supplies all the most prominent societies with goods, and is the acknowledged leader in his branch of commercial activity. He is a native of England, but has resided in this country for over thirty-four years.

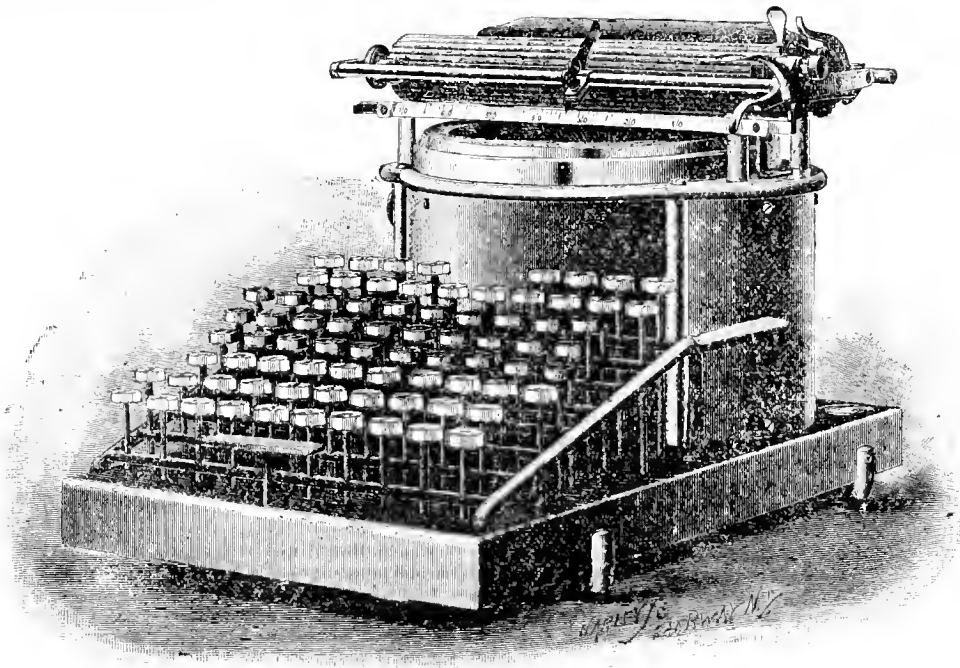
**T.** S. WILDER, Sail Maker, and Dealer in Duck, Bolt Rope, Etc., No. 32 South Street.—One of the oldest, ablest and best known sail makers in New York is Mr. T. S. Wilder. Mr. Wilder has been established at the present site since 1861, and his experience in the business covers a period of forty years, during which he has won a reputation for superior work second to none. The premises, consisting of two floors, 25 x 100 feet each in size, are well arranged for the purpose, and supplied with all the modern conveniences and facilities for the advantageous prosecution of the business. From eight to ten expert sail makers are employed, and all descriptions of sails from the daintiest yacht equipment to the heaviest ship or steamer rig, are made up in the highest degree of perfection in cut, fit, materials and general workmanship. Mr. Wilder also carries a full stock of duck, bolt rope and sail makers' materials generally. He makes anything to order out of canvas, duck, etc., and the large and widely extended trade of the establishment shows its popularity as a source of supply. Mr. Wilder was born in Maine, where he early learned and became an expert at his trade. He came to this city thirty years ago, and has since ranked among the representative and best known New York sail makers. Mr. Jas. E. Damon, the foreman of the establishment, is also a Maine man, and came to this city with Mr. Wilder, in whose employ he has since continued.

**G.** EORGE B. HURD & CO., Manufacturers of and Dealers in Fine Stationery, Nos. 77 and 79 Beekman Street.—In both the industrial and mercantile branches of the fine stationery trade, a very notable and prominent house is that of Messrs. George B. Hurd & Co., of Nos. 77 and 79 Beekman Street, New York, the firm having been founded in 1879, and is composed of George B. and F. B. Hurd, brothers, and have become recognized in all parts of the United States as among the most eminent of manufacturers of and dealers in fine stationery. For the purposes of the business, four upper floors, each no less than 50 x 125 feet in expanse, are occupied, these being equipped in the most complete style for manufacturing purposes, and fitted up in a manner admirably adapted for the carrying of a large stock respectively. In the former department steam-power is freely used in the manufacture of high grade envelopes and note paper, a large proportion of the two hundred employees of the house being engaged in this pursuit, the remainder being busily occupied in executive duties. This house are the sole agents for the famous fine paper manufacturers of Z. and W. M. Crane, the Quadrille and pattern paper manufactured by the well-known firm of Augustine Smith & Co., and L. L. Brown Paper Co.'s hand made papers. In virtue of these, and also of its own well-organized industry, it is able to offer to stationery houses, printing and lithographing establishments unexcelled inducements to business, and a trade of great volume with all parts of the Union and many foreign countries results. Mr. George B. Hurd, who devotes his personal attention sedulously to the affairs of the business, is a gentleman who was born in this city, and is well known and highly respected in the business circles of this city. Mr. Frank B. Hurd has the manufacturing department of the immense factory entirely under his control, and by this arrangement the enormous volume of business is directly under the supervision of the sole partners.

**M.** F. PECK, Commission Merchant, No. 334 Washington Street.—The business of Mr. M. F. Peck, as a commission merchant in domestic fruits and produce of all kinds, has been marked by uniform and consistent progress of so pronounced a type that the firm ranks to-day as among the soundest and most representative of its kind in the city. He handles large supplies of produce of all kinds, heavy consignments are coming to and going from his salesrooms with great frequency. The incoming consignments are from all parts of the United States, and the outgoing shipments, while largely for city and vicinity traders, include supplies for a number of near and remote centers of the country. The business done is upon commission, and every solicitude is shown by the conscientious principal for the interests of those who entrust their affairs to the house, just market rates being regularly obtained for their produce, and settlements being punctually made. The liberal support which has resulted finds its expression in a volume of business which gives busy employment to a staff of from four to six helpers. The enhanced facilities secured by the removal from the old premises at No. 101 Park Place, two years ago, to those now occupied, permit of all the affairs of the establishment being conducted in a thoroughly systematic manner. Mr. Peck was born in Connecticut.

**H.** OLLAND STATIONERY CO., E. F. Friebele, Manager, Stationers, Printers, Lithographers, Engravers, and Blank Book Manufacturers, No. 161 Fulton Street.—A very old and reliable printing and stationery house, under the title of the Holland Stationery Co., stationers, printers, lithographers, engravers and blank book manufacturers, at No. 161 Fulton Street. January 11, 1891 the present firm, of which Mr. E. F. Friebele is manager, has conducted the business many years in Harlem. Mr. Friebele is a native of this city and has become one of the best known men in the stationery line. He does a large business and carries about \$3,000 worth of stock. He has a trade among the most desirable classes of business and professional men, and makes a specialty of manufacturing blank books, fine printing, and stylographic pens. Mr. Friebele has worked hard and faithfully to increase his trade and is rapidly working to the front. He is a man of sterling business methods and popular among all of his patrons.

**B**RACY, SEDDON & BOOTH, Agents for the Yost Writing Machine, No. 343 Broadway.—In the whole history of modern inventions there has been introduced no more useful and ingenious device than the writing machine. Like all other great labor saving devices, too, notable improvement has been effected in the typewriter since its first appearance in the domain of utility, until a high degree of perfection has been attained therein. But while it is worthy of note, that all, or nearly all the apparatus of the character indicated now on the market possess unequivocal features of merit to recommend them to favor, it is equally a fact, that for general excellence none yet introduced to public notice can compare with the deservedly popular Yost Writing Machine, for which Messrs. Bracy, Seddon & Booth, of No. 343 Broadway, are general agents in New York. The "Yost" is an article of exceptional merit, the most perfect, effective, complete, easily operated and altogether superior appliance of the kind ever invented, and is in wide-spread and rapidly increasing demand everywhere. It is, in short, the *ne plus ultra* of writing machines; and of the superiority thereof, certainly no more infailing criterion could be adduced than the extensive sale it commands, over seven thousand being already in use throughout the United States, although on the market less than three years. The "Yost" combines all the best features of the various styles of typewriters and has several distinctly meritorious features which none other can lay claim to. The Yost Writing Machine is built upon an idea. That idea is—that in any line of



mechanical working long experience develops opportunities for improvement. The typewriter long since past its experimental stage and is now a widely recognized necessity. For more than a decade the various styles of leading machines have demonstrated their strong and weak points. The strong points have been so strong that very many weak points have been overlooked. Yet they exist, and it is apparent to any careful observer that there is a genuine want for a typewriter which is, first of all, simple; that will hold its alignment and need no expert repairs; that is thoroughly durable, yet light and reasonably portable; that does away with unclean and expensive ribbons; prints clearly and directly from the type, manifolds well, and has a much softer, quicker and more noiseless action. Mr. G. W. N. Yost, more than any other one man, is the pioneer of writing machines. He was the creator and promoter of the two standard machines which with about equally divided honors, hold the world's market to-day. During the years which have intervened, and while these original models have continued in the ascendant, having surrounded himself with the best inventive talent to be found in this special field, he has at length produced a typewriter which, in respect to all these points of substantial utility, is a long and comprehensive stride ahead of all predecessors. The "Yost" is very neat in design, compact and convenient to handle when traveling, and is made with a handsomely finished dust-proof case. It is constructed on new and scientific principles, from the best available material, by expert workmen, and every one sold is warranted to render satisfaction. These machines are manufactured by the Yost Writing Machine Co. at Bridgeport, Conn., and upward of one hundred and fifty hands are employed there in the factory. The quarters occupied at No. 343 Broadway, this city, are commodious, ample and tastefully fitted up, and an efficient staff of clerks and salesmen are here employed, Messrs. Bracy, Seddon and Booth exercising immediate supervision over every detail of the business of the New York agency. A large and complete assortment is constantly carried in stock here, including typewriters and supplies; and all orders by telephone receive prompt attention, while the prices prevailing are extremely moderate, character and excellence of the productions considered, substantial inducements being offered to the trade.

**G**IRSCH & ZENKE, Lithographers, No. 87 Frankfort Street.—No trade or branch of industry is better represented in New York City than lithographing, and of its exponents none are more worthy of praise than the firm of Girsch and Zenke. The business was established eight years ago; its rise, progress and development have been marked with success. Their facilities for the execution of bonds, certificates of stock, exchanges, checks and commercial blanks, labels in colors or black and white, are unsurpassed. Designs of the latest style, always original, combining art with the commercial, attract attention wherever submitted. The reputation achieved by this firm has been won in the face of fierce competition, by merit, close and personal attention to business by two thoroughly practical men. Constant attention to every detail of their customers' wishes, insuring the most perfect work throughout, have gained for them the confidence and esteem of their friends, which they have justly deserved. Messrs. Girsch & Zenke are always prepared to prove their ability to any one requiring work in their line, and will be pleased for an opportunity to add another customer to their already steady clientele.

**J**OHNS SPRINGER, Manufacturer of Fine Cloth Hats, Caps and Novelties, No. 54 West Houston Street.—The manufacture of fine cloth hats and caps is one of great magnitude, which is sufficiently evidenced by the operations of this prominent old house alone, the three spacious floors it occupies, each 25 x 80 feet in expanse, being equipped with a great number of the most perfect machines, and, despite the productiveness which these facilitate, regular work being found for thirty-five trained operatives. Cloth hats and caps of the finest description are made in an infinite variety of styles, shapes and sizes, and a stock of great bulk is at all times carried to enable the firm to fill orders, reaching it by every mail from its numerous customers afar and near, with the necessary celerity; various cloth novelties being also largely made as well as the hats and caps forming the staple feature of the industry. The firm is one of very old standing, it having been founded as far back as the year 1867, and the great eminence it has attained, while largely due to the splendid equipment and organization of its factory, and the unrivaled resources possessed in the matter of procuring supplies of materials under exceptionally favorable conditions, is also due, in no small measure, to the personal influence of the experienced and painstaking proprietor, who has gained and kept the good-will of retailers by the closeness with which he has watched and gauged the requirements of the markets. A native of Berlin, Germany, he is about fifty years of age, has spent the greater part of his life in this city, and now occupies a position in the front ranks of his industry.

**A.** FROELICH, Manufacturer of Repairs for Stoves, Ranges and Heaters, John M. Wolf, Manager, No. 289 Pearl Street.—This prosperous concern was established in 1876 by A. Froelich (deceased), who conducted the same up to January 13, 1886, when his death occurred. At the period indicated the estate of A. Froelich assumed control, and with John M. Wolf as manager, still trading under the original firm name, they manufacture a very superior class of repairs for stoves, ranges and heaters, and has an extensive trade. The foundry, which is situated at Nos. 42 to 46 Sanford Street, extending through to Walworth Street, Brooklyn, is a commodious establishment, equipped with steam-power and all the latest improved machinery and general appurtenances, and upward of twenty-five skilled hands are there employed. The premises occupied as office and warehouse at No. 289 Pearl Street, comprise the whole of a five-story building, 25 x 100 feet, with ample and complete facilities, including electric power, and ten or more of a staff are here employed. A vast and varied assortment is constantly kept in stock, comprising stove, range, heater and furnace repairs of every description, and all orders are attended to in the most prompt and trustworthy manner. Every article offered for sale here is fully warranted, while bottom prices are quoted, exceptional inducements being offered to the trade; and relations once established with this popular and responsible house are certain to lead to a permanent business connection. Mr. Wolf, the manager, is a gentleman in the prime of life, and is a native of New York state. He is a young man of energy and excellent business ability, thoroughly reliable in his dealings, and, unless all signs fail, his success is bound to endure and increase.

**F**ELIX FOURNIER & KNOPF, Importers of French Calfskins, Glazed and Mat Kids, Shoe Buttons, (TM) Marceon Blacking, Etc., No. 32 Spruce Street.—An importing house in the leather trade occupying a conspicuous position in the front ranks of its line is that of Messrs. Felix Fournier & Knopf, of No. 32 Spruce Street; the business having had its inception in 1864, at the hands of Mr. E. Fournier, and the present partners, Mr. Felix Fournier and Mr. A. E. Knopf, succeeding in 1880. The firm, which has an important branch at No. 103 Rue Lafayette, Paris, is famed for the pronouncedly high-grade and distinctly reliable goods it handles, and commands, in consequence, a trade in all sections of the Union and in Canada, with the leading fine shoe manufacturers and others; the merchandise it imports embracing French calfskins, glazed and mat kids, shoe buttons, "T M" Marceon blacking, and other shoemakers' supplies, these being procured and offered at prices so low relatively to their intrinsic value as to give the three commercial travelers representing the interests of the house a powerful leverage for business, and one that is well used, as may be judged by the character of the premises. These which are 25 x 100 feet in superficial area and five stories in height the partners bought in 1885 for \$41,500, a good bargain, as events showed, since they sold it in March last to Mr. Richard Young for \$53,000, subject to a lease expiring in 1898. Here a huge stock, including a wide range of well-selected goods, is at all times carried, and eight experienced employees are briskly engaged in meeting the demands upon the establishment. Mr. Felix Fournier was born in New Orleans and represents the firm in Paris. Mr. A. E. Knopf came to this country from France twenty years ago. Both are middle-aged gentlemen and are esteemed in social circles as well as prominent in connection with their business.

**R**OBERT M. CLARE, Leather, No. 22 Spruce Street.—A responsible firm engaged in this city as a wholesale dealer in domestic leather, controlling a trade bounded only by the confines of the Union, is that of Mr. Robert M. Clare, located at No. 22 Spruce Street, whose honorable methods of trading and consummate skill in executing all commissions entrusted to its care, have been mainly instrumental in elevating the firm to the foremost position in the trade which it now occupies, and in its being accorded the very general confidence it now enjoys. The business was established in 1870, by Messrs. Clare Brothers; the present proprietor having succeeded to sole control of affairs in 1880, when his brother, Mr. C. C. Clare, was drowned in Long Island Sound. The principal duties of the house consist in the purchase of all kinds of domestic leather, skins, etc.; of which grain splits, buff, kid, calf and sheep leather are among the chief lines dealt in. Of these as well as of many other kinds, a large and comprehensive stock is always carried on the premises; which latter consist of a well appointed store, 25 x 75 feet in dimensions, where four competent assistants find regular employment. Every detail of the enterprise is conducted under the close personal care and attention of the principal, Mr. Robert M. Clare, who is as well known in mercantile circles for his sound ability and well directed energy, as for his inflexible integrity and unsullied record as a merchant and dealer.

**L.** H. KELLER & CO., Importers of Fine Watch and French Clock Materials, Swiss, English, French and German Files, Tools, Etc., No. 64 Nassau Street.—For the past thirty-eight years, the house of L. H. Keller & Co. has been recognized as prominent in the business world, and a leader in the trade which it has so long carried on with a degree of success that bespeaks the ablest management, the best class of goods, and the utmost reliability. The firm is composed of F. J. Boesse, Adolph and Hugo P. Keller, cousins, who were born in this city, whose knowledge of their trade has been almost life long, and whose business standing is that of pushing, competent and straightforward merchants. They are among the foremost importers of fine watch and French clock materials, Swiss, English, French and German files and tools of every desirable kind for watch makers, watch case makers, jewelers, silversmiths, engravers, chasers, die sinkers, machinists and all others, the nature of whose employment requires the use of peculiar or especially fine tools. All of these goods are imported, for the best goods and the lowest market prices are thus insured. The quality of these insure their sale, and a heavy trade is done with dealers in the United States, Canada and South America. Their large and attractive store room, 25 x 125 feet in area, occupies the entire first floor at No. 64 Nassau Street, near Maiden Lane, and is fitted up with a special view to the showing of goods and prompt filling of orders. The house makes a specialty of importing the very finest goods made for the purposes above enumerated, and is conceded to be without a superior in its line. The firm also has the general agency for the famous Whitcomb lathe, which enjoys so enviable a reputation with the trade, and also the general agency for the world renowned Patek Philippe and Co.'s watches made in Geneva, Switzerland.



**FRASER, MAJOR & CO.,** Hides and Leather, Nos. 92 and 94 Cliff Street.—Some of the oldest and most highly respected business houses in the city are among the representatives of the hide and leather trade; one of the heaviest and most important commercial interests of the metropolis. The firm of Messrs. Fraser, Major & Co., Nos. 92 and 94 Cliff Street, is one of those which have a record of unusual length, its business having been founded in 1830 by the late T. Fraser. In 1839 the firm of Fraser & Van Woert was formed, and in 1848 it was dissolved, being succeeded by T. Fraser & Bros. which in turn was followed by the present firm in 1862. The death of Mr. T. Fraser occurred in 1863. The members of the existing firm are Mr. James Fraser—a brother of the founder of the house—his two sons, William A. and George S. Fraser, and Wm. Kevan Major, all natives of New York state. Their warehouse is a substantial six-story building, measuring 50 x 100 feet in area, and fitted up with all the conveniences necessary for the transaction of a large amount of business in merchandise of heavy description. About twenty persons, including accountants and clerks, are in the employ of the firm. The specialties dealt in are raw hides and sole leather, and the stock ordinarily in store is very large. As an old and thoroughly responsible concern, this firm has a very high standing in the business community.

**PETER SCHNEIDER'S SONS & CO.,** Manufacturers of Steel Furniture Springs, Curtain Materials, No. 185 and 187 Canal Street, Corner Mott.—One of the chief sources of the development of the upholstery industry in this city, is the favorable conditions under which members of that trade are able to fill their requirements in the matter of their materials generally; and a prominent and responsible house, which has contributed very largely to this, is that now known as Peter Schneider's Sons & Co. of No. 185 and 187 Canal Street. This old and trusted house was founded thirty years ago by Mr. Peter Schneider, upon the death of whom the present firm succeeded in 1888, the firm personnel now being Mr. Otto Schneider, Mr. Francis M. Jaeger, and Mr. John H. Knoeppel. The firm manufactures steel furniture springs, curtain materials, and upholstery requisites generally, and the facilities with which its factory is provided for the production of these in the highest style of workmanship and at consistently competitive figures, in conjunction with its long and unbroken record of able and honorable trading, has built up for it a connection with upholsterers and others in every section of the country, and also a very extensive export business. The premises on Canal Street consist of four floors and a basement, each 50 x 100 feet in size; and while the corps of skilled artisans have their labors enhanced in effectiveness by the provision of the latest and best appliances suited to their industry, ample space is also afforded for the carrying of an exceedingly heavy and complete stock, thus permitting the firm to fill orders at the shortest possible notice. Nine traveling salesmen are constantly on the road. The partners are gentlemen in the active prime of life, content only to excel in their enterprise, and after forty years of marked success the trade of the house is still expanding under their guidance. The house has branches in Baltimore and Montreal, while agencies are maintained in Chicago, San Francisco, Philadelphia and Boston.

**WILLIAM G. HOOPLE,** Leather Merchant and Manufacturer of Oak and Hemlock Sole Leather, Oak Butts for Belting, Oak Bellies, Nos. 84 and 86 Gold Street.—The trading title "William G. Hoople" is one that is not yet perhaps, quite so familiar to manufacturers of leather goods and others as the one it replaced in 1890, upon the death of the late senior partner, Mr. L. A. Robertson, the old firm name of "Robertson & Hoople" having impressed itself very deeply upon the memory of those connected with the leather trade, but Mr. Hoople has been responsibly identified with the firm since it was organized in 1870, and is conducting its affairs in a manner worthy of its old-time prestige, alike in respect to its avocation as leather merchants, and as manufacturers of oak and hemlock sole leather, oak butts for belting, oak bellies, etc., leather of these descriptions, for which the house is justly and highly famed, being produced at its tanneries, at Pine Creek, Glade, Mapleton. As agent for other famous tanneries, producing collectively about every style of leather, it is scarcely less well known; its fine five-story building, (a portion of the Robertson estate) at Nos. 84 and 86 Gold Street, having a total superficial area of 18,000 feet, giving storage room to a prodigious quantity of merchandise, as well as providing fine offices; and being the center of supply for many of the largest and most critical of leather buyers in the country with all parts of which it trades, leather being bought and sold on commission in part, and much business being done in the form of direct trading, the fifteen employees assisting the principal in giving prompt and accurate interpretation to patrons' wishes, and the filling of their orders. Mr. W. G. Hoople, as was his late partner, is a native of this state, and is a gentleman widely known in both the commercial and social circles of New York City.

**STRANGE & BROTHER,** Silks and Ribbons, Nos. 96 and 98 Prince Street.—Side by side with the host of new enterprises in the silk manufacturing industry which attract attention by the potency they appear to possess for a useful and successful future, but which may or may not endure, and whose manufactures may or may not give lasting satisfaction is the responsible pioneer house of Messrs. Strange & Brother, founded as manufacturers of silks and ribbons, at Williamsburg, afterwards removed to Paterson, N. J., as far back as the year 1837, long since thoroughly tried and proved, and whose goods have been found of such uniformly high merit that the simple knowledge that a piece of silk or a roll of ribbon is one that was sent out from its works is deemed by competent and critical judges as being sufficient evidence of reliable quality. Indeed, millinery establishments and dry goods houses in every section of the country carry its manufactures, and the endorsement of excellence in production takes the practical shape of orders to an extent that keeps the many looms and the little army of one thousand five hundred operatives constantly working at full speed. At Paterson the mills are now known as those of the William Strange Company, but at the headquarters at Nos. 96 and 98 Prince Street, this city, the older title of Strange & Brother is adopted. In face of the foregoing remarks it is scarcely necessary to add that the alert principles, as notably business-like in their management of the mercantile affairs of the house, as they are expert in their direction of its industrial department, are influencing a volume of business from this center of enormous annual value, or that they pay close heed to the accurate and prompt filling of orders. Mr. Strange is a gentleman in the active prime of life and a native of New York City prominent in its mercantile and social life.

**MAYER & LOEWENSTEIN,** Manufacturers of Varnishes and Japans, No. 80 Beekman Street; Works: Long Island City, L. I.—The manufacture of varnishes, japans and kindred goods is a branch of industry that has made very rapid strides during the present generation and has surely and steadily forced its way into a very important and prominent position in the list of our large commercial enterprises. An establishment which deservedly holds a very high rank in this trade is the well-known firm of Mayer & Loewenstein, whose city offices are located at No. 80 Beekman Street and whose noted manufactures enjoy a celebrity and favor wherever varnish is used or spoken of. This prosperous concern was founded in 1846 by Mr. Bernhard Mayer, who was succeeded by the present firm about thirty years ago. The works of the firm are located at Long Island City, L. I., where a large staff of skilled workmen are constantly employed and a very heavy and comprehensive stock of superior goods is always on hand. The excellent quality of the varnishes and japans produced by the firm has long been widely known and appreciated, and the goods meet with a hearty reception and immediate sale in every section of the country. The firm consists of Messrs. Siegfried W. Mayer, Otto L. Mayer and Ludolph H. Abraham, the two first mentioned gentlemen being brothers. The ability and energy which have been consistently displayed in the conduct and management of the house has been such as to gain for the firm a fine and steadily increasing patronage, and a position among the leading exponents of the trade in this country; while the personal character and stanch principles of the gentlemen composing the establishment have made them popular and appreciated in all business and social circles. Their city office has a capacity of 25 x 75 feet. It is most comfortable and convenient in its arrangements and always supplied with a complete assortment of samples.

**A**ERICAN SHOE MANUFACTURING CO., No. 86 Broad Street.—Our productions of boots and shoes have attained a position which is independent and representative. American boots and shoes have their own designs, their own styles, their native qualities, making them distinctive and expressive. The astonishment of European craftsmen has been evoked at the superior quality and general fine finish of American footwear, and write in testifying to the fact that better goods of this kind are to be found in this country than anywhere in Europe. There is a large and constantly growing export trade now carried on in boots and shoes, and a leading house engaged in this line is that of the American Shoe Manufacturing Co., whose headquarters are located at No. 86 Broad Street. The business of this house was founded fourteen years ago in Boston, and in 1882 a removal to this city was effected. The sole proprietor, Mr. Herbert A. Smith, is a native of Massachusetts and has had a life-long experience in the shoe trade. In 1853 he went to work at the bench, as an apprentice, when shoes were made by hand, and in 1863 he began making them by machinery. Thus he has gained an expert knowledge of every detail of the industry, and is a thorough judge of the values and qualities of boots and shoes. He was the first to undertake an exclusive export business in boots and shoes in the United States, and is now the only one engaged exclusively in this line. He has built up a large trade and ships extensively to the coast of Africa, West Indies, South America and Central America. His trade is largely with South America and he has two traveling representatives there. Owing to his past experience, superior perfected facilities and complete resources, he is enabled to produce all grades of boots and shoes adapted to Spain and America at market prices and in a style which command ready acceptance. Special attention is paid to manner of preparing goods for shipment and in invoicing them in conformity to the custom laws of the countries to which they are sent, thereby overcoming the frequent complaints made by merchants of South American markets, that "Americans don't adapt their customs to our requirements." The American Shoe Manufacturing Co. has adopted in this respect the one essential feature necessary to success in securing and maintaining an expert trade in boots and shoes, and as pioneers in this line, deserve unmeasured success and the confidence and good will of the trade.

**T**HE ASPINWALL FRUIT CO., Limited, Importers of Aspinwall Bananas, Nos. 228, 230 and 232 Fulton Street.—The importance of New York as a great center for the wholesale trade in foreign and domestic fruits cannot be overestimated. She is more central than any other port or railway terminus, and has in every way the most perfect facilities and is the most desirable as a purchasing point. A leading representative of the above branch of trade is the Aspinwall Fruit Company, Limited, whose establishment is eligibly located at Nos. 228, 230 and 232 Fulton Street. This company was incorporated in 1888, and is officered as follows, viz.: W. L. Rathbun, president; J. Cromwell, vice-president; Chas. F. Lutz, treasurer; E. D. Miller, secretary. These gentlemen bring to bear a wide range of practical experience, and the managers of no other house in the city are better versed in the wholesale trade in foreign and domestic fruits. Their combined energy, enterprise and sound judgment have served already to give this house a national reputation and a trade co-extensive with the limits of the country. The business premises comprise three buildings of three stories each, and every modern convenience is at hand for the rapid handling and perfect preservation of the choice and valuable stock. As importers of Aspinwall bananas, their leading specialty, this company enjoys most intimate and influential connections with the best regions of production, and are enabled to handle the largest lots with profit to the shipper and entire satisfaction to the buyer. They are the largest importers in this line in the city, and they possess the requisite resources and facilities for permanently maintaining the lead. Dealers, jobbers and large buyers generally will find here the choicest stock from which to select, and will also secure advantages in terms and prices which are readily appreciated and rarely duplicated elsewhere. Mr. Rathbun, the president, is a native New Yorker, and the head of the firm of W. L. Rathbun & Co., importers of fruits. Mr. Cromwell, the vice-president, is also interested in business of a similar nature; while Messrs. Lutz and Miller are natives of this city, and all are personally popular in business and social circles.

**V**AN VALKENBURGH & RONK, Commission Merchants, Specialties, Butter, Cheese, Eggs and Poultry, No. 288 Greenwich Street.—It is more than probable that no industry practiced within the confines of the American metropolis has displayed during recent years so marked a development as that devoted to the handling commission of agricultural and dairy produce. Commensurate proportionately with the expansion of the general trade has been the progress towards prosperity of the old and reputable house of Van Valkenburgh & Ronk of No. 288 Greenwich Street, New York City. The date of the establishment of the concern is 1863, the founder of the house being Mr. H. K. Ronk, Mr. Van Valkenburgh entering the firm in 1865, and from the inception of the business the house has enjoyed a flourishing trade. The business consists of the handling both as wholesale dealers and upon commission of general produce, the specialties of the concern being high class butter, cheese, eggs and poultry. The house receives goods from all important productive centers of the country, and the satisfactory manner in which consignments are disposed of and returns made thereon have occasioned the enthusiastic appreciation of the produce raisers and others having transactions with the house. Messrs. Van Valkenburgh & Ronk's trade is largely of a local character; the house having an extensive connection extending throughout the metropolis and comprising in its scope the consumptive centers of New York state, New Jersey, and Connecticut. The house has occupied its present excellent location for a period of four years, its original premises having been on Reade Street. The warehouse monopolizes the whole of a five-story building occupying a ground area of 1875 square feet, and being conveniently adjacent to the more important steamship piers and points of reception for produce. The goods carried by the concern comprises a full line of commodities and the business requires the constant employment of a corps of six assistants. Mr. B. F. Van Valkenburgh is a native of Greene County, New York, his residence being at the present time in Brooklyn. He is a gentleman possessing an unusual range of commercial accomplishments enjoying, moreover, the confidence and regard of the trade. Mr. H. K. Ronk hails from Ulster County, New York, but he has been actively identified with the prosperity of the metropolis for a lengthy period. His present residence is at Passaic, N. J. The house is represented upon the floor of the Mercantile Exchange, where its name is significant of solidity and integrity.

**W**ILLIAM FRIEL, Selector and Receiver of Goat and Deer Skins, No. 93 Gold Street.—That staple article of commerce—leather—has from the ages of antiquity held an important place in the world of trade, but it is only within comparatively recent years that leather has developed to its present importance as a leading factor in the business resources of the nation. In fact, a common saying in reference to this product is that there is nothing like it, an adage taken from a famous dispute. New York is the head center for the importation of foreign hides and skins into this country, and one of the leading leather markets in the world. A gentleman who has long been prominently identified with the industry is Mr. William Friel, whose office is located at No. 93 Gold Street. Mr. Friel has been established since 1868, and has since developed a large, influential patronage, and he employs from five to forty hands, according to the season. Mr. Friel carries on general operations as a selector and receiver of goat and deer skins, and is known throughout the United States as the leading, expert authority on all matters connected with this field of enterprise. He was made culler of goat and deer skins to the Morocco-Men's National Association, by decree of that organization. Goat skins are all sold "selected," and for many years the foreign skins coming to this port have passed through his hands. The importation trade has been greatly increasing of late years. From Mr. Friel's reports we find that in 1889 the arrival in New York of goat skins from all parts of the world was 91,780 bales or 18,569,551 skins, and in 1890 the arrivals footed up 106,558 bales or 22,216,634 skins. These, together with the arrivals at Boston, Philadelphia and other ports make a grand total of at least 55,000,000 skins imported during the two years, of which about 30,000,000 skins arrived in 1890. Mr. Friel is a native of this state, has made his vocation a life study and he is held in the highest respect in all the walks of life.

**L.** O. SNEDECOR, Produce Commission Merchant, Butter and Eggs, No. 197 Duane Street.—The wholesale produce commission business in this city has no more thoroughly representative exponent than the old established and reliable house of L. O. Snedecor, No. 197 Duane Street. Mr. Snedecor has been established in business here since 1865, and is generally regarded as a leader in his line of business. During all the intervening years he has had an uninterrupted career of success, and has built up a large and flourishing trade by the exercise of strictly straightforward and honorable methods. The premises occupied are spacious and commodious, comprising a store and basement each 25 x 60 feet in dimensions, and admirably adapted to the purpose for which they are used. The cold storage facilities are excellent and have a capacity of three carloads. Here is carried a full line of butter and eggs, Mr. Snedecor being a leader of the trade in this line. Large consignments are received daily from all parts of the country, and owing to Mr. Snedecor's unsurpassed facilities and his wide and influential connections he is enabled to promptly dispose of them to the best advantage, while the promptness with which returns are made has ever been a leading characteristic of this house. Mr. Snedecor, who is a native of New York, is a merchant of the highest integrity, and has achieved his substantial success in business by strictly straightforward and honorable methods. He refers shippers and customers to the New York National Exchange Bank.

**T.**AYLOR & WALLACE, Produce Commission Merchants, No. 187 Reade Street.—The facilities enjoyed by the city of New York as a receiving and distributing point for food supplies and staple agricultural products, have always been such as to greatly promote the shipment to its markets all kinds of general produce, which has materially aided in the prosecution of the commission business. A prominent, prosperous and thoroughly responsible house engaged in this special line of commercial activity is that of Messrs. Taylor and Wallace, whose headquarters are desirably located at No. 187 Reade Street. The individual members of the firm are T. R. Taylor and Thomas P. Wallace, both of whom are thoroughly experienced men in all branches of the trade. This business was founded originally in 1860 by Mr. T. P. Wallace, who carried it on in the old West Washington Market very successfully on his own account until 1886, when Mr. Taylor was admitted into partnership under the present firm title. They have been established in their present quarters since 1882, which are amply spacious and commodious and admirably equipped for the successful prosecution of their large and constantly increasing trade, which is exclusively wholesale, and extends throughout the entire country. They receive daily, large consignments of all kinds of produce, including butter, cheese, eggs, fine farm and garden vegetables, while a specialty is made of apples, peaches, pears, plums, grapes, berries, and other domestic fruits, for which a ready market is found at the highest ruling prices, and accurate returns are promptly made. They also deal very extensively in fine foreign tropical fruits, from the Mediterranean, West Indian and Central American regions, also from Florida and California, and have on hand at all times a fine stock of oranges, lemons, limes, tangerines, bananas, pineapples, grapes, pears, etc., and having superior connections with producers and shippers they are prepared to offer best quality at lowest prices to retailers, hotels, etc. Orders by mail or wire receive personal attention, and goods are packed securely and properly and shipped by most direct route. Mr. Taylor is a New Marylander by birth, while Mr. Wallace is a native of Scotland, and came to this city in 1868. Both are in the prime of life, energetic and honorable, and are highly esteemed in social and commercial circles for their business ability and integrity. Mr. Wallace also represents the firms of L. & H. Williams & Co., Glasgow, Scot.; L. & H. Williams & Co., Liverpool, Eng.; J. B. Thomas, London, Eng., who are among the largest receivers of American apples and other fruits in Great Britain, and who handle immense quantities of the same.

**J.**ACOB DULS & CO., Tea Packers and Coffee Millers, Office and Warehouse, Nos. 46 and 48 Water Street.—The widely known firm whose name heads this sketch enjoys the distinction of being the only concern in New York, packing both teas and coffees for the trade. They are tea packers and coffee millers; also manufacturers of plain and fancy caddies, with offices and warehouse at Nos. 46 and 48 Water Street, and have a wide-spread, substantial business connection throughout the United States. Teas are manipulated and repacked and coffee is milled, separated, picked and hulled, goods being put up to order in any size packages desired at short notice. This flourishing business was established about twelve years ago by Messrs. Jacob Duls and D. D. Reeve, and under their joint management it was conducted up to 1884, when R. Van Riper acquired an interest, the firm name being always the same. They occupy the whole of two four-story buildings, 50 x 100 feet in dimensions, with ample and complete facilities for the purposes indicated, and employ an efficient staff of help, the proprietors exercising immediate supervision over every department. A very large and first-class stock of caddies in all sizes, styles and designs is kept on hand; while tea is packed and coffee milled and put up for the trade in the most expeditious and trustworthy manner. The terms quoted, too, are of the most reasonable character and price list is furnished upon application, all communications of a business nature receiving prompt response. All orders are carefully and promptly attended to and every article offered for sale here is fully warranted, quality being guaranteed, and relations once established with this popular and responsible concern are reasonably certain of leading to a permanent business connection. The proprietors, who are all gentlemen in the prime of life, are men of push and enterprise, thoroughly conversant with the wants of the trade, and have a close knowledge of every feature and detail of the business.

**T.**HE THATCHER FURNACE COMPANY, Manufacturers of The Celebrated Thatcher Furnaces and Ranges, Foundry, No. 42 St. Francis Street, Newark, N. J., No. 33 Peck Slip.—The manufacture of furnaces, stoves and ranges has long since assumed a leading position in the list of our national industries, and affords an admirable chance for the employment of an enormous amount of capital and skilled labor throughout all sections of the United States. Prominent among the most responsible houses of business engaged in this important enterprise we may draw special attention to the well-known Thatcher Furnace Company, whose office is located at No. 33 Peck Slip (corner of Front Street). This flourishing concern was founded in 1850, and its rise, progress and steady development are matters thoroughly familiar to all. The company manufacture the now justly celebrated Thatcher furnaces and ranges which have become so deservedly popular during the present generation and which are universally conceded to embody all the best, most efficient, sanitary and economic principles that have ever been embodied in any heating or cooking apparatus. The foundry of this popular company is located at Newark, N. J., where a large number of hands and a splendid equipment have been for many years in active and prosperous operation. The premises on Peck Slip in this city comprise the whole of a four-story building with a capacity of about 25 x 100 feet. All the arrangements are of the most complete and commodious character and every facility is provided that can aid the transaction of business and add to the resources of this fine establishment. A splendid stock of these popular furnaces, ranges and stoves are kept here, and the resources of the house are fully commensurate with the growing demand of the public. The trade extends throughout the whole of the United States and Canada and is of the most substantial character. No description of the peculiar advantages and construction of these goods is needed in these pages, as their reputation and popularity is national in its extent and perfectly familiar to every one. The company have been before the public for more than half a century and hold a foremost position in the trade; thoroughly honorable and trustworthy in every transaction, liberal and progressive in policy and scrupulously attentive to the smallest wants of its patrons, it is deservedly ranked as one of the most popular and responsible concerns in the metropolis. The officers of the company are: J. M. Thatcher, president; Charles O. Lyons, vice-president; Louis M. Thatcher, treasurer; and Edward Benedict, secretary.

**L.** ULLMANN & CO., Auctioneers, Nos. 78-80 Walker Street.—L. Ullmann & Co. have become very widely known to both sellers and buyers as expert auctioneers; goods being largely consigned to them from all parts of the United States on the one hand, and their auction sales, which are held on each Tuesday and Friday, being very freely attended on the other hand. Both seller and buyer may be largely benefitted by this system; manufacturers having goods thrown on their hands, made by mistake not precisely to order, finding great advantage in a quick realization even at less than cost; trading houses which have failed to make the markets they expected being prepared cheerfully to make sacrifices rather than hold in stock goods unsuited to their particular class of trade, but which may be exactly suited to the requirements of one or many patrons of the auction room; and goods reaching the establishment which are highly marketable, for numerous other good and sufficient reasons. The very renowned firm immediately under notice, which was founded fourteen years ago, handles chiefly clothing and dry goods, its transactions aggregating to the enormous sum of \$15,000 0.0 per annum. The premises occupied for this purpose consist of a floor and basement each 50 x 110 feet in size, and the respected partners are Mr. L. Ullmann, Mr. A. Schaap, and Mr. D. M. Levy, all middle-aged gentlemen of New York birth.

**P.** HILIPP THOMA, Manufacturer of Fine Jewelry, No. 21 John Street.—Among the most artistic and accomplished of New York's jewelers is Mr. Philipp Thoma. Mr. Thoma started in business at No. 15 Maiden Lane in 1881, and moved to his present location on May 1, 1889. The business prospered from its inception and he now does a large and lucrative trade extending throughout the United States. Mr. Thoma sells his goods only through dealers, and numbers among his customers many of the most prominent jewelry houses in the country. His specialty is the manufacture of fine jewelry, rings, etc., the bulk of his goods being made from his own designs. His workshop, which is 25 x 100 feet in dimensions, is fitted up with all the latest and most improved machinery known to the trade, and gives employment to fifteen skilled mechanics, whose operations are conducted under the immediate personal supervision of Mr. Thoma, thus guaranteeing first-class work at every stage. Mr. Thoma is a native of Germany, but for thirty-five years past he has made the United States his home.

**C.** HRISTIAN HAHN, Practical Glass Blower, and Manufacturer of Artificial Eyes, No. 16 North William Street.—Mr. Christian Hahn, practical glass blower, makes it apparent that he is a thoroughly competent manufacturer, capable of undertaking any branch of this important industry. A heavy and comprehensive stock is always carried of the chief lines of goods made, conspicuous among which for their variety and uniform excellence are silvered glass balls and ornaments for Christmas trees, fancy perfume bottles, fruit and ornaments for artificial flower manufacturers, artificial eyes for stuffed birds and quadrupeds, dolls and wax figures, geisler tubes physical, chemical and surgical instruments, rings and glass bars for looms, glass buttons and beads, frosting, fancy ornaments, ships, birds of Paradise, flower vases and circulating syphons. The business was established in 1861, by Mr. Wm. A. Demuth, who was succeeded by Mr. Christian Hahn in 1870, and on the decease of the latter in 1881 his wife assumed sole control of affairs. The able proprietor, Mr. Christian Hahn, is a native of New York City.

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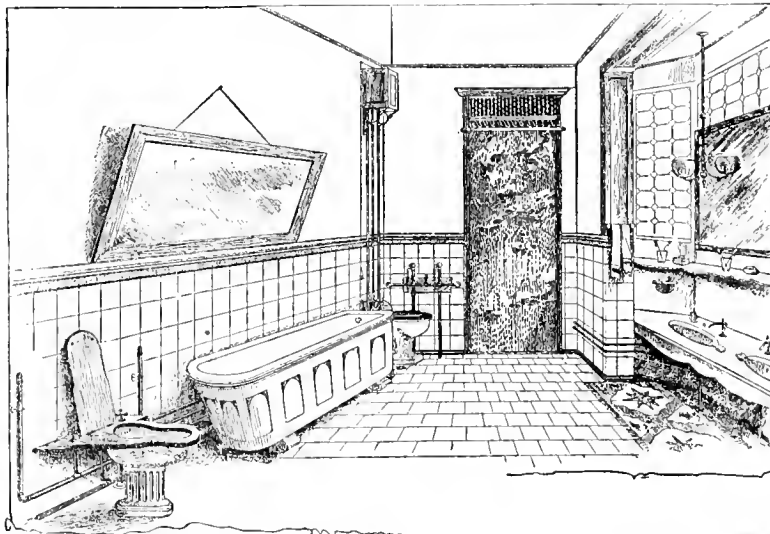
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